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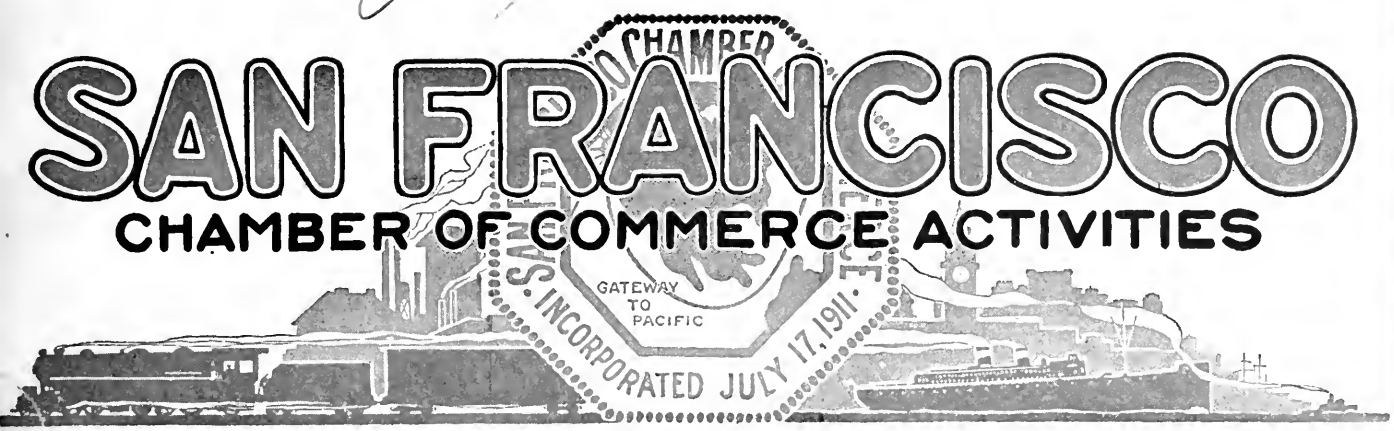

Vol. 6 — *The Commercial, Financial, Industrial and Governmental Metropolis of the Pacific Coast* — No. 1

EVERY THURSDAY—JANUARY 2ND, 1919

Cooperation Between the Chamber and its Members to be Strengthened During 1919

The Board of Directors and officials of the San Francisco Chamber of Commerce have endeavored through many channels to maintain a close relationship with the members. It has not always been possible to have the personal and individual contact that is so desirable but which is made difficult by reason of the large membership, and at the present time, the only constant medium through which information and messages can be delivered to the members is by way of the weekly bulletin.

During the early part of the year, the Chamber entertained its membership at a notable series of gatherings at the Palace Hotel and the members were responsible for making this event, which was known as Community Service Week, a remarkable success. Each year the annual banquet furnishes an opportunity for getting members in direct touch with one another and it is also planned now that war has ceased to resume the many excursions to the back country and to points of business contact for San Francisco. All of these events tend toward a consolidation of the organization and toward an appreciation of the work which it is endeavoring to accomplish.

The San Francisco Chamber of Commerce "Activities" is the weekly and official bulletin of the organization. In it will be found notice of every important event in which the Chamber will participate as well as a multiplicity of valuable information issued by the various departments.

Members of the Chamber are not getting the full benefit of their memberships unless they personally keep in contact with the activities of the organization through its weekly paper. Opportunities for business, local and foreign, notices of meetings, governmental regulations, information from the industrial, traffic, foreign trade, marine, charities endorsement and other departments are disseminated through the "Activities."

A special issue of the "Activities" will be issued under date of January 9th. In this will be contained articles by the officials of the Chamber, a report of the departmental work for 1919 and that which should be of particular value to the members—a statement of the service which the members are entitled to from the departments of the Chamber and which they are requested to make use of.

It is hoped that every member will make it his business to read the "Activities," not only the forthcoming issue but every issue, and it is also suggested that a file be kept for reference and data is solicited from the members as to the value they receive from the publication. In addition, honest criticism is one of the best methods of cooperation and will be appreciated and heeded.

In institutions where enough copies of the "Activities" are not received in connection with the memberships maintained by such firms, additional copies may be obtained for the observance of subordinate individuals for the fee of fifty cents per year per copy. It is believed that in many cases the chief executive receives the publication when it would have equally as great a value in the hands of sales manager, shipping clerk or other member of the staff.

Spring Valley Water Company Establishes New Rates

A recent decision of the Railroad Commission enables the Spring Valley Water Company to put in effect a new schedule of water rates intended to distribute more equitably the cost of service among the several classes of consumers. Among the numerous beneficiaries under the new regime will be the vessels which are compelled to replenish their fresh water supply in this port. Heretofore the water was served to vessels at the open docks at the rate of $1.50 per thousand gallons. Under the new schedule vessels taking water now absorb the cost of the cart maintenance and other special expense in the amount paid for the first few thousand gallons of water taken in excess of the stipulated amount being charged at the same rates paid by other consumers in the city. These rates, which will result in an average reduction in the bills of at least 60 per cent are as follows:

For the first 1,300 cu. ft. $1.00 per 100 cu. ft.

For the next 2,000 cu. ft. 24 cents per 100 cu. ft.

For the next 30,000 cu. ft. 21 cents per 100 cu. ft.

For all over 33,300 cu. ft. 18 cents per 100 cu. ft.

As 100 cubic feet of water are equivalent to 750 gallons, the above rates represent a charge of $1.33⅓, 32 cents, 28 cents and 24 cents per 1000 gallons respectively.

The rates for water supplied to docks and boats through permanently metered connections for which the dock lessee is responsible are the same as charged all other regular consumers in the city, to wit:

For the first 3,300 cu. ft. 24 cents per 100 cu. ft.

For the next 30,000 cu. ft. 21 cents per 100 cu. ft.

For all over 33,300 cu. ft. 18 cents per 100 cu. ft.

Plus a monthly service charged based on sizes of meters in use ranging from 65 cents for a five-eighth inch meter to $40.00 for an eight inch meter.

The present rate adjustment is one of the many important changes being affected to put the port of San Francisco on a parity with other Pacific Ports and the news of the reduced water charges is welcomed by the many vessels which find it necessary to call at this port.

Marine Department

Welch & Co., agents for the Steamer San Pedro, announce that the vessel will load early in January and sail shortly after for Manila. Upon arrival there the vessel will operate in the Philippine Coast trade, having been purchased by Manila parties.

The Japanese Steamer Taiho Maru, a new craft, under charter to the Trans-Oceanic Company will load freight at this port late next month for Yokohama and Kobe. Another January loading for them is the Meichi Maru for same ports, to be followed by three sailings during February.

The Steamer Acme of the Standard Oil fleet which left here in June, 1916, for the Atlantic Coast, sailed from New York last week for San Francisco, to resume operation on the Pacific.

It is announced that the Blue Funnel Line will resume regular service between Puget Sound and the Orient early in 1919.

British Admiralty has turned the Steamers Empress of Asia and Empress of Russia back to the Canadian Pacific Steamship Company. Empress of Asia is to sail from Vancouver, February 20th, for Hongkong and Empress of Russia on March 20, 1919.

Schooner S. N. Castle was cleared from here last week for Sydney by J. J. Moore & Company with a cargo of 495,000 feet of lumber.

Cargo of 308 tons codfish arrived here last week from the Japanese Coast consigned to Pacific Trading Company.

The Barkentine Annie M. Rolph, now being built at the Rolph Shipyards, Humboldt Bay, has been chartered for a voyage from San Francisco for Wellington, direct, loading the end of January.

The Steamer Temple E. Dorr which was built and operated on this Coast until two years ago, since which she has plied in Gulf waters, will return here shortly to run in the Gulf Mail Line.

The Robert Dollar Company have chartered the Danish Steamer Kina to load at San Francisco for Shanghai and Manila, sailing on January 10th. They have also fixed the Norwegian Steamer Tancred for a voyage from Seattle to Manila, Shanghai and Hongkong.

An arrival here December 26th was the Matson Navigation Steamer Manoa from Manila, completing her second round trip between here and the Philippines. The vessel brought 68 passengers on this trip and a cargo of 79,523 mats sugar, 14,080 bales hemp, 109 cases cigars, 1,920 barrels and 1,016 tons (in bulk) cocoanut oil, and 169 tons miscellaneous plunder. She will steam from this port on January 14th for the same destination.

Some Men, Merchants Should Meet

The Foreign Trade Department is advised the following gentlemen will be in San Francisco in a few days and can be reached through Mr. E. G. Babbitt, Bureau of Foreign and Domestic Commerce, room 307 Custom House. Importers and exporters might interview them with profit to themselves:

Dr. Frank R. Rutter, Commercial Attache to Japan, will arrive on the "Colombia," January 2nd, and will be available on the 3rd and 4th. Dr. Rutter is returning to Washington to his duties in the Bureau of Foreign and Domestic Commerce.

Mr. John A. Fowler has been appointed Trade Commissioner to the Dutch East Indies and Straits Settlements and will be here on January 3rd and 4th on his way to his new post. He will be available on the 3rd and 4th.

Mr. W. H. Rastall has been appointed Trade Commissioner to investigate markets for industrial machinery in the Orient and will be here on January 9th and 16th.

Arrangements Being Made to Handle Peruvian Documents

The Foreign Trade Department has received the following telegram from the Hon. Wilbur J. Carr, Director of the Consular Service, Department of State at Washington:

"Referring telegram 25th. Have taken matter up informally with Peruvian Legation and am advised that Consul of Peru in New York is at present time endeavoring to arrange so that Consular Documents will not be delayed. There seems to be something in the Peruvian regulations which prevents Vice-Consul from performing these services but they tell me that in case they cannot overcome this they can probably arrange for some Consul of a friendly nation in San Francisco to handle documents and they will advise the Vice-Consul at San Francisco as soon as possible in regard to the matter."

Large Eastern Concern to Open San Francisco Branch

The Davis-Watkins Dairymen's Manufacturing Company, a large Eastern concern, it is reported will open a San Francisco Branch Office shortly after the first of January.

San Francisco District Freight Traffic Committee—Dockets

Docket 661—Wheat, whole grain (canned wheat), in cans, boxed. Proposition to add canned whole wheat to canned goods grouping in Westbound Transcontinental Tariff 1-Q, I. C. C. 1048, applying from Eastern Defined Territory to California Terminals and Intermediates.

Docket 662—Pumice (unground), or scoria (unground voleanic slag), carload. Proposal to establish through commodity rates on the above article from California Terminals, Intermediates and Bartle, California, to Groups A, B and C in Eastern Defined Territory.

Docket 663—Locomotive axles and wheels and car wheels. Proposal to include the above in Items 3485, 3490 and 3495, Transcontinental Tariff 1-Q, I. C. C. 1048, applying from Eastern Defined Territory to Pacific Coast Terminals and Intermediates.

Docket 664—Bituminous rock, including crude asphaltum, carloads. Proposal to cancel commodity rate from Betteravia, Cal., to San Francisco, Oakland, etc.

Docket 665—Newsprint paper and tag board, carload. Proposal to reduce rate from Sturgeon Falls and Espanola, Ont., to Pacific Coast Terminals and Intermediates.

Docket 670—Structural iron and steel, carloads. Proposal to remove weight restriction on shipments moving from San Francisco and South Vallejo to Mare Island, Cal.

Docket 671—Silk, silk goods and other articles (import), less carload. Proposal to discontinue the handling of less carload quantities on passenger trains from Pacific Coast ports to Eastern Defined Territory.

Docket 674—Paraffin wax, in packages, carload. Proposal to reduce rate Casper, Wyoming to San Francisco from 94½ cents per 100 lbs. to 79½ cents per 100 lbs., minimum 50,000 lbs.

Docket 678—Absorption of State Belt Railway switching charges at San Francisco by Southern Pacific Railroad. Proposal to reduce absorption from $3.25 to $2.50 per car.

Docket 679—Rubber mats and matting, less carload. Proposal to reduce rate New York to San Francisco from $4.62½ to $3.12½ per 100 lbs.

Docket 683—Canned goods, carload. Proposal to establish through rates from California points to Brandon, Manitoba.

Docket 687—Rough rolled ribbed glass plates for washboards. Proposal to reduce rates from points in Eastern Defined Territory to California Terminals and Intermediates.

Docket 688—Brooms, carload. Proposal to reduce rate Canton, Missouri, to California Terminals and Intermediates from $2.94 per 100 lbs. to $2.00 per 100 lbs., minimum 16,000 lbs.

Docket 689—Tri-Sodium Phosphate, in bags, carload. Proposal to reduce rates from points in Eastern Defined Territory to California Terminals and Intermediate Points.

Docket 690—Manganese ore and manganese concentrates, carloads. Proposal to increase rates from points on the Northwestern Pacific Railroad north of Willits, California, to Eastern Defined Territory.

Docket 695—Soya bean flour, carload. Proposal to reduce rate Pacific Coast Points to New York City from $2.37½ per 100 lbs., to 94 cents per 100 lbs., minimum 60,000 lbs.

SAN FRANCISCO CHAMBER of COMMERCE
ACTIVITIES

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Director-General's Order No. 25

The Director-General's Order No. 25, which our members will recall has to do with the collection of carriers' charges and the extension of credit to receivers and shippers, is at various times the subject of inquiry. The Bureau also understands that there has been some difficulty among our members in the interpretation and application of this order. We will be glad if our members will acquaint us with any difficulty which they may experience in connection with the application thereof and will be pleased to render such assistance as may be required in smoothing out any difficulties which may arise. This order is on file with the Bureau and we will also be glad to quote any portion thereof for the information of those interested.

Consolidated Classification Information

In response to an inquiry on the subject of the proposed consolidated freight classification addressed to Secretary McGinty of the Interstate Commerce Commission by the National Industrial Traffic League, with the purpose of ascertaining if any plan had been formulated as to the hearing of protests and complaints, Secretary McGinty has replied as follows:

"The consolidated classification is proposed as a general standard classification which is to supersede existing issues of the official, western and southern classifications, all state classifications, and all exceptions to any of them. The Railroad Administration proposes, before the classification as it may be modified is prescribed, to submit rate schedules to be used in connection therewith, and which will remove many of the discriminations existing in the present rate scales. The Railroad Administration proposes also to consider exceptions to the classifications and justifications for continuing same, and where justification or continuance is shown it intends to provide commodity rates in lieu of exceptions to the classifications and make them effective concurrently with the new classification. No evidence is to be taken in the consolidated classification case with regard to the exceptions to the classifications."

The attention of the membership is invited to this matter with the advice that the United States Railroad Administration has instructed their traffic committees, both district and general, to give consideration to commodities now moving under exceptions to the classifications and to make recommendations concerning commodities which should move under commodity rates, it being understood that certain commodities now covered by exceptions to the classification will be restored to the classification basis.

The Traffic Bureau is of the opinion that the publication of exceptions to classifications to cover all commodities which are to be carried on other than a classification basis is preferable to the establishment of numerous additional commodity rates.

It is requested that members submit their views either to the Traffic Bureau or to the District Freight Traffic Committee as to how exceptions in which they are particularly interested should be handled.

In Justice to Secretary Redfield

A short time ago an article appeared in the daily press to the effect that Secretary of Commerce Redfield in an address before the Chamber of Commerce of the United States in Atlantic City had urged that American merchants should hold off starting an aggressive foreign trade campaign until the European nations were in a position to compete with us on equal terms. It was even stated he included Germany and Austria in his plea. The Foreign Trade Department solicited a copy of his address which has just been received and the remarks attributed to the Secretary are entirely without foundation. He did say that inasmuch as the United States had made great sacrifices to help win the war and assist our allies it would be unfortunate if our business men went forth to grasp the trade of our allies regardless of method or effect, and it surely could not be that American patriotism and unselfishness lapsed on November 11th. His address was a most able one and could be read with great profit by all business men. It will appear in the January issue of "The Nations Business" published by the National Chamber of Commerce.

Foreign Trade Opportunities

2054. Nogales (Arizona) party desires to get in touch with firms who wish to buy minerals, seed of castor beans for extract, palm oil nuts, dye woods, graphite, etc. Will send samples of all articles.

2055. Guapi-Cauca (Colombia) established firm wishes to communicate with firms desirous of extending their trade to Colombia.

2056. Torino (Italy) established firm wishes to communicate with exporters of paints, varnishes, chemical products, photo supplies, etc.

2057. Bordeaux (France) party desires to communicate with firms desiring representation in France.

2058. Algiers (Algeria, Africa) party desires to communicate with firms desiring to extend their trade to Algeria.

2059. Vancouver (B. C.) party desires to get in touch with exporters who wish to be represented in Canada.

2060. Nagoya (Japan) manufacturer of porcelain ware wishes to get in touch with importers.

2061. Marseille (France) established house wishes to get in touch with manufacturers and exporters of foodstuffs such as canned meats, fruits, fish, condensed milk, cotton oil, etc. Desires samples, prices, etc.

2062. Paris (France) French citizen desires to represent in France, exporters of dried and evaporated fruits, canned fruits, vegetables, fish and meat.

2063. Marseille (France) French citizen desires to represent in France, manufacturers, importers and exporters desirous of extending their trade to France.

2064. Tokyo (Japan) established firm desires to communicate with exporters of untanned and finished, of all sizes alligator bellies, horn back skins.

2065. Arita, Saga-Ken (Japan) Japanese manufacturer of electrical, chemical and household porcelains on large scale desires to communicate with importers of these articles. Details on file.

2066. Vancouver (B. C.) firm desires to get in touch with exporters of Maraschino cherries in 50 gallon kegs.

Placement Bureau

1262. Competent draftsman and superintendent of construction in architectural work. Eight years experience before joining Service, July 1917.

1263. Outside commission salesman for Home Electrical Company, 341 Mason Street, General Electric and Edison Agents, would solicit work and contracts for electrical contracting company or firms.

1264. Discharged soldier wants position with Custom House brokerage firm as floor man or entry department. Had experience with largest firm in Seattle. References furnished.

1265. Import and export man open for position.

1266. Wanted, clerical or sales connection with exporting and importing firm with opportunity of going to Mexico or South America. Speak Spanish and am able to furnish splendid recommendations.

1267. With 15 years jobbing experience seek connection in selling, purchasing or managerial departments or will act as branch salesman or distributor in Coast territory. Possess over average ability and every essential business qualification. Previous lines iron, steel, (staple products thereof), heavy hardware, mine and mill supplies, lubricating oils and products, paints, varnishes, etc. References.

1268. Young man capable of managing exporting department, wishes to make connections with firm now operating in Orient; prefer one interested in steel.

1269. I have been released from active duty in the U. S. Navy, and would like a position as an inspector in manufacturing plant, or as a salesman representing articles along engineering lines.

1270. Wanted, position as assistant manager with Chamber of Commerce of some city or town. College education with experience and knowledge of transportation, import and export and general office work.

1271. Young, man just released from Navy, desires position with importing and exporting company; willing to start at bottom at nominal salary. Have had seven years selling experience with large wholesale house.

1272. Office manager, salesman, experienced some knowledge of import and export, also Spanish. Have just returned from the Orient. Wants connection with progressive firm on Pacific Coast. Salary secondary consideration until ability is proven.

1273. Accountant, over 40 years of age, with experience in office management and credits, open for position of responsibility. Can furnish bonds. Position must be permanent.

1274. Wanted position as purchasing agent or storekeeper. Have broad experience in all branches transportation game. Held executive positions most of my life. Married.

1275. Sales manager or executive, 38 years of age, married, with proven ability, wishes to connect with a live organization where results produced will be mutually profitable. At present employed. Open January 1; references.

Notice to Employers

A gentleman, highly recommended, desires position with large employer of labor; able to fit the man to position, and reduce cost of labor turnover. Auxiliary to any existing organization, not conflicting with it, practical money saving plan.

Knight-Counihan Printing Co., 345 Battery St.

San Francisco

CHAMBER OF COMMERCE ACTIVITIES

Jan. 9, 1919

A MESSAGE TO MEMBERS OF THE SAN FRANCISCO CHAMBER OF COMMERCE

A vital part of the work of a commercial organization consists in acquainting its membership with its method of operation, accomplishments and aims

Through the San Francisco Chamber of Commerce "Activities", the members are weekly advised of these and many other interesting features

In this edition, it is attempted to give an exhaustive report of the work accomplished and the service which can be rendered to the community and to the individual

Vol. VI

Number 2

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American Prosperity"

The Peace Time Aims of the Chamber of Commerce

By Robert Newton Lynch, *Vice-President and Manager, San Francisco Chamber of Commerce*

NINETEEN NINETEEN is the most significant of all new years in the industrial and commercial life of our Nation. The problems of war were tremendous and compelling, and the San Francisco Chamber of Commerce tried to do its part in stimulating and mobilizing the productive agencies within the sphere of its influence. We are now face to face with the greater problems of Peace, which for the Pacific Coast, and even for the entire country, are more complex and far-reaching than the necessities of war itself. Entirely new situations confront us involving radical changes in the relation of government to the commercial activities of its citizens; we have to face new international markets and opportunities, and we are supremely concerned with the necessity of a higher intelligence and a deeper devotion to the fundamental principles of our Government. Just as solemnly as this organization uttered its obligation to render definite and unreserved service to the nation in times of war so does it now dedicate itself to the larger problems of Peace.

This Chamber must relate its activities to these commanding problems and not fail to make its contribution, both in the efficiency of local development and finding its proper relation to the new and changing order, but must also make its influence felt in stabilizing the commercial benefits, the possibilities of which were so dearly purchased in the great world struggle.

These problems are herewith categorically stated with indication of the practical activities of the organization designed to meet them.

1. The biggest thing about San Francisco is its world harbor, with all of the attendant transportation connections. The rails do not end at the wharf, but really extend into every foreign market. The facilities of the harbor of San Francisco are enormously important. The harbor must not only be brought up-to-date, but must anticipate the future and be planned to meet the new types of ships and the volume of tonnage which will be seeking and should be induced to seek this port. The Chamber has already made the most extensive investigations into the physical possibilities of the port itself and has shown such a constructive interest in the matter of harbor administration that the state officials are glad to recognize the contribution and interest of the commercial community of San Francisco to the port from which it does business. Through the best expert assistance possibly available, the Chamber will follow through with this important matter of influencing the creation of the best facilities and administration of this dominant factor.

Closely related to this essential development is the whole question of transportation rates and newly proposed principles of rate making. This Chamber is fortunately equipped with one of the best transportation bureaus in the country, and with the wide experience just gained by the Attorney and Manager of that department in his service as a member of the Western Freight Traffic Committee, our organization is ready to crystalize its thought and policy.

The great problem, therefore, faces us of utilizing to the utmost the **natural** opportunities of San Francisco as the focal point of a great empire and the open gate of a world commerce.

The return of coastwise transportation by means of water carriers is near at hand. This must be guarded, with most watchful care, against legislation or interference of a hampering or restrictive character.

A strong, affirmative presentation of our local transportation situation during this reconstruction period is indispensable.

2. Government and business. Necessities of war required that the government should actually take over the control and operation of transportation companies, the telegraph and cables and much of the industrial organization of the nation. The restoration of these facilities, and the readjustments necessary to radical and perhaps permanent changes in the relation of government to business life requires great intelligence, patience and technical information. This Chamber is obligated to express the united voice of San Franciso's business life on the whole subject of government ownership of transportation and communication, and must carefully prepare to advocate vigorously its convictions on this subject. Whatever the ultimate government relation shall be to these matters necessarily they will be controlled, managed and operated under new federal statutes prescribing new methods of regulating and determining rates, rules, regulations and practices and all of the details of the situation created by the war must be dealt with in bringing the transportation systems of the country from a condition of impermanence to one of permanence.

The Chamber has girded its loins for this struggle. The organization has enviable equipment and representation in Washington to make itself heard on the legislative side of these problems. Their decision is basic to our commercial prosperity.

3. International relations. The war has forced this nation into world markets and obligations. Our merchants are ambitious for this foreign trade and the Chamber must broaden and strengthen its activities dealing with foreign markets and be prepared to lead in the effort for world commerce. We must encourage a broad attitude of international understanding and helpfulness with the policy of doing full justice to the Oriental peoples and a recognition of their equality. This Chamber has an unique opportunity to make permanent the most friendly contact with Japan and China. We in San Francisco owe this attitude toward the Asiatic nations to the commerce of our country, inasmuch as the attitude we assume here will affect the attitude of the whole country.

Close personal contact between business and representative men of this coast with similar representatives of the Orient has a distinct human value which is essential to proper understanding and the only real basis of commercial interchange.

This country has enormously enlarged its horizon and its political isolation has been completely broken down. It is now essential that our people should be stimulated with a new sense of the possibilities of foreign commerce. With the creation of a new merchant marine, and a greatly increased productive capacity and a higher industrial efficiency, this country is destined for a dominant role in the trade and finance of the world. Before the war this country did not care to maintain a great foreign trade. We neither studied nor cultivated the field as carefully as other nations, and regarded foreign trade rather as a sort of overflow from the home trade, a way to dispose of surplus. Hitherto we have not been greatly attracted to the enormous benefits of ocean revenues and with the low standard of commercial statesmanship in the halls of Congress, the advantage of banking and industrial investments in foreign countries has not been appreciated. This community with peculiar relation to a world port must not fail in doing its part in grasping the new opportunities for foreign trade.

4. Industrial relations. The Chamber has prosecuted a constructive policy in the relation of employer to employee. Better understandings have resulted from this program and San Francisco is in an enviable industrial condition as a consequence. The Chamber urges employers not to exploit, but to understand the worker and recognize his right and desire for his own kind of organization dealt with fairly and firmly. We stand for implacable opposition on the part of every intelligent American citizen against class government, class favoritism, violence in labor disputes, coercion and violating the constitutional rights and privileges of American citizens. We stand for the defense of the orderly process of the law, and against the assaults or attacks thereon by no matter what private citizen or governmental official however high he stands.

5. Safeguarding fundamental rights. The constitutional right of every citizen for life, liberty and property should be preserved and all attempts of anarchy and disorder to disorganize society and destroy civilization must be opposed. The maintenance of the fundamental guarantees of the rights of the individual and the safeguarding of those rights guaranteed by our basic law must be secured at all costs. The business community of San Francisco has a great obligation and patriotic service as definite and sacred as was the sending of troops to Europe.

Commerce is not possible if these insidious assaults are successful and this organization must voice its convictions and assist every movement to hold our country true to its essential character.

To contribute the force and strength of San Francisco's business life to these tremendous problems of Peace, this Chamber dedicates its strength and undertakes to mobilize its resources for effective action. It undertakes to oppose narrow localism and recognizes that the whole Pacific Coast is an industrial and economic unit. We will seek cooperation of similar organizations throughout the coast in discharging these national obligations which are basic to our immediate prosperity and to our world destiny.

Organizations on Pacific Coast Cooperate to Mutual Benefits

By Frederick J. Koster, *President, San Francisco Chamber of Commerce*

IN this important occasion reference should be made to the fact that not the least important element in our progress is the intimate and cordial relationship which has been established upon a firm basis with the leading commercial organizations, not only of the principal cities in California, and notably of our sister city of Oakland, across the bay, but of those up and down the Pacific Coast. The cooperation which has ungrudgingly been given our Chamber upon Pacific Coast matters has been intensely gratifying. Problems arising out of the war have brought about especially close contact between our organization and the Los Angeles Chamber of Commerce, and it gives me the keenest satisfaction to be able to express to our friends in the South, as President of our Chamber, gratitude for their ready and cheerful response to every request made upon them for cooperation and assistance.

War Work Impels Close Association

In the position which I was called upon to assume, as Chief of the Nineteenth Region of the Resources and Conversion Section of the War Industries Board, I found it possible to lean upon the commercial organizations in the various districts comprised within the region under my control, and it afforded a unique opportunity to demonstrate, not only the value of such organizations, but their readiness to serve and their general goodwill toward the San Francisco Chamber of Commerce, which naturally was called upon to take the leading part in this important work in the National interest. Sectionalism and the spirit of narrow, local, selfish interest disappeared entirely, and I am confident that now that we are entering upon a great period of readjustment, and now that National necessity has emphasized as never before, the importance of our Pacific Coast to the Nation as a whole, we shall be able to weld our Pacific Coast organizations into a most powerful cooperative influence which shall enable us, as a most important social and industrial unit in the National scheme, to develop rapidly in accordance with our necessities and our possibilities.

Pacific Coast Industrial Cooperation

By George C. Boardman, *Vice-President, San Francisco Chamber of Commerce*

CAN it be accomplished? Is it advisable? The way out of some of our national problems has been pointed by Uncle Sam himself in various parts of the machinery he devised for the conduct of the War, and failure to grasp the opportunities now available to improve certain of our conditions would seem inexcusable.

The War was rapidly approaching its sudden end when a most important section of the War Industries Board came into being, but the men called into service in the Resources and Conversion Section—created by the appointment of Charles A. Otis, President of the Cleveland Chamber of Commerce, in June, 1918, as chief of the Section—entered upon their task with such energy and whole-souled devotion to the national cause that in the five months since its creation a remarkably efficient organization had been perfected and much accomplished.

The primary object of organizing the section was to compile complete and detailed data concerning industrial capacities and possible extensions throughout the country for the production of War necessities; to the end that placing of orders and early deliveries should be facilitated, further congestion of orders on the already overworked Atlantic seaboard avoided, and that sections of the country more remote from the National Capital should receive a fair proportion of future contracts.

These primary purposes soon became only a small part of the responsibility and the Regional organizations found themselves the spokesmen for a vast variety of governmental activities.

An Organization of Business

To create the machinery the War Industries Board called on the Chambers of Commerce of twenty cities; the responsibility for creating an

organization in the 19th region falling to the San Francisco Chamber of Commerce. As a result of a meeting of representatives of the principal Chambers of Commerce in the region, Mr. F. J. Koster was nominated for the adviser's office and the region divided into eight sub-regions with offices in Eureka, Redding, Sacramento, San Francisco, Stockton, and Los Angeles in California; Reno in Nevada and Phoenix in Arizona; the region comprising these three states. These districts were sub-divided into their several industrial centers and each branch of manufacturing organized to handle its own problem, secure the required data and arrange for individual or collective bidding, so as to place themselves in the most favorable position for securing contracts.

Some Service Rendered

Naturally it required some time to complete this organization and gather the detailed reports of the industrial possibilities of each district and the obstacles in the way of securing the greatest service to the government. Actual organization was not undertaken till early in August, after the return of our delegate from a convention of Regional Advisers, held in Washington, July 18th and 19th. Nevertheless in the few months of its existence a very considerable service was rendered by our local organization and it was enabled to render some special aid to many individual organizations in the region and several departments of the government. Just to mention a few: the organization secured and distributed earlier than was heretofore possible proposals of Army, Navy, Emergency Fleet Corporation and Panama Canal; secured special information regarding coast conditions for the Priorities Section of the War Industries Board, the Army Medical Department, and the American Iron and Steel Institute; assisted in securing construction permits for many essential industries, located in widely separate sections of the region; secured certain valuable information for the chrome producers of California; and aided different industries in the adjustment of claims, filing bids and securing contracts and secured the modification of specifications so as to enable coast manufacturers to compete.

The Resources and Conversion Section was designated to represent the Priorities Division. A complete file of circulars was maintained and inquiries from all over the three states were replied to daily by personal call, letter, telephone and telegram.

When the government curtailed building the adviser was designated the official to recommend as to whether a permit to proceed should be granted or withheld. For several weeks this included both war and non-war construction, but later responsibility for the latter was transferred to the State Council of Defense.

Two conferences of regional advisers were held in Washington and as a result we have learned of some difficulties in the way of those of our manufacturers who desire to extend their field of distribution and who come in contact with Eastern competition; and we find that these difficulties are not local but coastal; that an industry in Seattle has the same problems as that in Los Angeles and in Phoenix. In the organization of the nineteenth region there has developed a wonderful spirit of cooperation, and without exception a desire to sink local advantage in favor of national good and the welfare of the Pacific Coast States. The problems of this region are identical with those of the twentieth, comprising Oregon, Washington and Idaho, and we enjoyed the sincere cooperation of the adviser of the North Pacific Section.

Pacific Coast Cooperation

Thus the six Pacific Coast States were working in unison for national service and industrial advancement during the closing months of the war. Shall we continue this united effort for these purposes during the days of peace? This question has been submitted to and affirmatively answered by the chairmen of the sub-regions and a conference to consider the best way to capitalize what has been already accomplished will be held shortly. The plan has the approval of the adviser of the twentieth region, so we may hope for a combined intelligence and united effort to advance the Pacific States commercial and industrial interests.

The sincere and earnest way in which the chairmen of all sub-regions and the leaders of our industries have given of their time and thought and the cordial and cooperative spirit of all sections of the three states has demonstrated the entire feasibility of attacking our common problems unitedly. Therefore we propose to maintain the organization in some form and to unite with our friends of the three Northern states for the greatest advancement of the West of the Rockies territory of the United States.

The National Merchant Marine

ITS SIGNIFICANCE TO THE PORT OF SAN FRANCISCO

By J. J. Dwyer, Manager, Department of Port Development

THE dawn of peace has naturally put a quietus on many war activities, but not on the shipbuilding program. "Ships and more ships" was the cry all through the war. It remains one of the most urgent requirements for the rehabilitation and expansion of industry and commerce. Probably of all the lessons impressed on the minds of thoughtful observers of economic conditions by the exigencies of the great war, none has sunk deeper than the need of improved transportation on both land and water.

Long ago Macaulay said that next to the invention of printing nothing had contributed so much to the progress of civilization as inventions of transportation. This profound truth, while recognized, has been slowly acted upon with any approach to scientific thoroughness because of the inherent difficulties and costs. The war has given us a new measure for both. It should be a matter of national pride for the United States to be the first and most conspicuous in acting on the new scale. And nothing could be better for San Francisco than that she should see these things clearly, hold to them tenaciously and act upon them energetically and enthusiastically.

We are fond of talking about our manifest destiny, but nothing is surer than that we will miss it, that it will pass us by, as it does many an idle dreamer, unless we work to attain it and fit ourselves for it.

The transportation problem admittedly is one of the gravest of economic problems, and while it is not possible to make a satisfactory solution of it without providing amply for both its two main divisions, land and water transportation, and arranging for their complete and intimate coordination, yet it is manifest that the progressive solution of each branch of the problem can be advanced in larger measure independently of the other.

The ship program is much the simpler of the two, at least in its initial stages. The government has committed itself to the policy of a vast national merchant marine and legislation already on the statute books furnishes the machinery for its institution and conduct in a manner that insures a tremendous development in the near future. No signs of a change in public opinion on the wisdom of the new policy have appeared since the close of the war.

It is true that the debate is still proceeding as to how the merchant marine is to be controlled or operated, whether in public or private hands, or by a mixture of both, and it is not our purpose to touch on that phase of the question at this time, but to emphasize the fact which is of the highest possible significance to the port of San Francisco that the war has made a profound change throughout the nation in its attitude toward the merchant marine, and that the feeling is now very widespread and strongly entertained that national security as well as economic progress imperatively demand that we must have our own international carriers.

Indeed, the necessity is so apparent and so impressive that no patience will be manifested toward a policy of waiting for a substantial start until perfection has been attained in all details, whether of legislation or plan or otherwise. Having made a start the public seems determined to keep it up vigorously. Amendments and improvements born of experience will suggest themselves and can be debated and enacted from time to time, but the ships we have will be kept going and the shipbuilding program will be continued more carefully indeed than was possible under the stress of war but with equal earnestness and energy.

If our people will adhere to their resolution that these things must be done, because of the imperious demands of the national security and the national welfare, a way will surely be found to do them effectively and satisfactorily.

The danger is that in the multitude of other cares and problems pressing on the minds and time of Congress, the interior of the country, which contains the larger part of the population, may cool off on the present keen interest in ship transportation and the forward impetus be slowed up accordingly. It has always been a hard task to show people living away from the coasts that their interests were intimately and largely involved in foreign trade, the result being that all efforts before the war to build up a merchant marine came to naught.

But the war has made a radical change in this attitude everywhere. Even before the war, it had come to be accepted as an economic truism that international trade is an absolute necessity of national prosperity, and that markets for our surplus products of factory as well as of farm must be found in foreign lands.

Education was also proceeding along the line that this export trade must be balanced by imports in order that ships might have cargoes both ways and that fair rates of exchange might be maintained in financial settlements. These principles having been firmly established, the next logical step forward manifestly was that we should match the policy and endeavors of all the leading maritime nations by building and maintaining our own merchant marine.

The war has made that step not only possible but comparatively easy.

The new policy has come to stay. It may be frankly admitted to be an experiment. But the national merchant marine is here now. It will grow apace. People of constitutionally timid minds will continue to doubt whether the new departure will pay, but they will not be listened to any longer. The point for San Francisco to appreciate to the full is that the experiment has been embarked upon and will surely be carried out to the fullest possible test by actual experience over a long series of years, and it is therefore the plainest dictate of providence, which cannot be too strongly emphasized, that no matter what the ultimate result may be predicted to be or actually prove to be, it is at this moment a matter of the greatest possible urgency, because it is to our enormous financial advantage, to get the port of San Francisco ready to grasp and hold all of this trade that we can while it is in the making.

Moreover, whether this so-called experiment of a national merchant marine succeeds or fails ultimately, or dwindles and goes along haltingly, it is as sure as fate that our international trade will develop enormously with the awakening of many new nations under new governments and the equally remarkable re-birth of old nations, all of which are keenly alive not only to the prime necessity of domestic rehabilitation but as an indispensable means to that end are already speeding up their foreign trade connections.

Another noteworthy change has taken place that amounts to a transformation. The rapid establishment of strong American branch banks in many foreign trade centers during the war will greatly stimulate and help our foreign business.

It thus becomes as certain as anything in trade can be that foreign commerce will expand with increasing momentum, and that if it is not carried in American bottoms it will be carried in foreign bottoms.

Either way, or both ways, we must be ready for it with our harbor facilities. No city in the country is more vitally interested in this movement than San Francisco. California is generally heralded as one of the great agricultural states of the Union. This is true. But will not a large part of the public be surprised to hear that the total value of California's manufactures exceeds annually the agricultural yield? Last year the agricultural total was nearly one billion one hundred million and the manufacturing total exceeded this by three hundred millions. When we add to this wonderful output that the mineral production was over two hundred millions, manifestly all the elements are present for a permanent and rapidly enlarging basis for international trade.

San Francisco's favorable location with reference to this has been too often expatiated upon to require explanation again here, but these huge figures show that all the factors are present to realize the manifest destiny of San Francisco as the leading commercial and manufacturing city of the Pacific Coast and one of the largest cities of the world in the near future, providing only that these national factors are supplemented locally by the indispensable human factors of energy and enterprise.

A word on the Panama Canal. Within a year of its opening in 1914, five large companies started business through the Canal between San Francisco and Atlantic ports. All were soon discontinued, but only because the necessities of the war drafted the ships elsewhere. Undoubtedly all this trade, and more of the same kind, will speedily return with the progress of readjustments. Before this generation passes, ships will be waiting impatiently at both ends of the Canal in large numbers for their turn to pass through, and another canal will become a necessity.

Water-borne commerce will also expand in due course in other departments—the coastwise trade and the bay and river trade.

What is the lesson for the port of San Francisco? Simply that we must improve our present port facilities to the utmost by all the latest and best cargo-handling appliances, and push new constructions in new territory with all the energy and means at command. And if the means are not available they must be sought and got.

"Full speed ahead" should be the watchword. When we consider the practically full occupation in recent years of all our port facilities under adverse war conditions, and reckon the long time necessary to build new terminal units, consisting of piers, railway connections and yards, warehouses, etc., the wisdom of anticipating future needs by the utmost effort in new and additional constructions becomes undeniable.

The Harbor Commission has started on a program for improved mechanical handling of cargoes and undoubtedly will prosecute it vigorously.

The whole of the water front north of the Channel around to Hyde Street has been covered with piers and wharves. No space in that stretch, which up to the present time has constituted substantially the whole of the active water front, re-

mains for pier construction. The time has now arrived when it is imperatively necessary to go farther south. There is simply no other choice, for there is no other vacancy along the sea-wall.

Naturally the next in order are China Basin, between the ends of Second and Fourth Streets, and the Channel, both of which, being located immediately next adjacent to the existing improved water front and in the center of activity of all the transcontinental railways, deserve the earnest and immediate attention of our port authorities.

Such improvements may go on at the same time that a start is made in the Islais Creek region.

All the piers that can be built in either district will be occupied as soon as finished, if the signs of the times above outlined are not the "baseless fabric of a vision." We believe they are vivid realities and our only danger is that we may be caught unprepared.

The development of cheap industrial areas in connection with, and close proximity to, improved railway and port terminals is, of course, vitally bound up in the same subject. No great city can be built simply on a foundation of through transit business. The main basis of the city's growth must be the development of local industries, but port facilities are prime instrumentalities for building them up.

Charities Endorsement Committee

PAST, PRESENT AND FUTURE

DURING the past year the Charities Endorsement Committee was appealed to for information to a greater extent than ever before, owing to a multiplicity of appeals, due to the war and disturbed conditions incidental thereto.

Not only was the department appealed to by members for information, but people in the residential and outlying districts of the city, who were being appealed to by solicitors making a canvass for donations at private homes, called on us for information.

Outside Communities Make Use of Facilities

Many towns throughout the State requested information, and this bureau was able to assist them, not only with information, but at their request to define right methods and policies regarding public appeals for charitable donations.

In addition, this department had correspondence with a great many cities throughout the United States, as a result of a wide interest in the work and accomplishments of this Charities Endorsement Committee, these cities seeking advice relative to their establishing an endorsement committee along lines similar to this committee.

Foreign Commission Studies Activities

As an illustration of the wide scope of information gathered by this department in the course of its work, a Commission from the Japanese Government, studying the welfare problem in this country and Europe, was enabled through our information files to obtain much data and to view in actual operation the handling of all the various forms of social relief by many of our different local organizations.

Local Inquiries and Service Large

The records of this department for the past year, show that over nine hundred firm members and individuals consulted us regularly regarding the disposition of their donations, depending on us to outline for them some definite policy affecting the distribution of their benevolence.

The economic saving to the community, to individuals and to reputable organizations, by the elimination of unworthy appeals, is very great and were it possible to even estimate the amount saved, the figures would be surprisingly large.

The Charities Endorsement Committee has nipped in the bud many schemes in process of development, before appeals to the public could be made.

The committee has succeeded directly, and without unpleasant publicity, in interesting the proper authorities in a large number of fraudulent appeals, which have been disposed of in a satisfactory manner. The cooperation of the United States authorities, the Police Department and other organizations, has enabled this committee to put out of business many of these illegal schemes and solicitors, who might otherwise have fattened themselves at the expense of the donors and legitimate charitable organizations.

This committee has considered with great care the financial reports of the various organizations endorsed by it, with the result that necessary changes have been made in quite a number of cases, benefiting both organization and donor.

The committee has been consulted on many questions of public social welfare and has given the heartiest cooperation in assisting public and private organizations in the development of

movements looking to the social betterment of the whole community.

At present the Charities Endorsement Committee is formulating a plan of an intensive personal investigation of the plants of all endorsed organizations and a more strict accounting of their finances.

Much Work to be Accomplished

The future is pregnant with problems resultant from war conditions, epidemic, and readjustment, carrying in their train a load of social disturbance, which will need the concentrated energies and resources of all the social agencies, both public and private.

The Charities Endorsement Committee, this year, looks for a greater use of this department, as the value of its endeavors becomes better known to the membership. In point of service, the Charities Endorsement Department is equipped to render the same to all members, both in giving and obtaining information. By making use of this service, members not only protect themselves and the public against the unnecessary and fraudulent, but unconsciously and without any unpleasant notoriety, may be the means of preventing many unworthy schemes exploiting the public.

In all matters coming before the Charities Endorsement Committee for judgment, an endeavor is made to give the broadest consideration, based upon the fullest information obtainable.

Policies have been established regarding charitable appeals, applicable to needs and methods, such policies affording protection to donor and receiver alike.

Cooperation of Members Makes for Efficiency

In conclusion the Charities Endorsement Committee respectfully brings to the attention of the membership this fact—the value of this or any Chamber of Commerce department depends upon the quantity of service the membership demands, the department being responsible for the quality.

This article has not attempted to enlarge on the service rendered to the community, being more concerned, at the threshold of the New Year, in pointing out to the membership of the Chamber of Commerce the service at their disposal.

For information, call up Kearny 112 and ask for the Charities Endorsement Committee.

The Foreign Trade Department

ITS OBJECT AND ACTIVITIES

THE Foreign Trade Department activities consist of two functions—Service to individual members and service to the community as a whole. The latter naturally is by far the most important as anything tending to increase the prestige and commerce of the port benefits all regardless of their particular line of business.

Individual Service

The individual service of the department consists in furnishing specific information or assistance to a member such as advising the best route to ship by, procuring names of prospective buyers or sellers in foreign lands, securing relief from onerous regulations, advising prospective markets for specific commodities, assisting in procuring export and import licenses, etc. This particular service is of greater or less value according to the use made of the department and the needs of the individual members.

Community Service

This service consists of such activities as tend to remove discriminations against the port and procuring the recognition to which its geographical and commercial importance entitles it. The line between the two activities is very fine as in the majority of cases anything tending to benefit one member will as a natural consequence benefit all engaged in similar lines of business. To give a better idea of the work of the department, therefore, the principal activities will be given under specific heads:

Library

One of the principal assets of the department is its reference library which consists of several thousand books and pamphlets covering all sections of the world and treating all phases of foreign commerce. This library contains trade directories with lists of foreign buyers and sellers, import and export tariff duties of every country, international laws, laws of the United States Government, shipping laws of this and many other countries, atlases and maps of all countries, commercial geographies giving lists of foreign raw materials and their uses, statistics of the foreign commerce of the United States in detail and of many other countries, lists of steamship lines with proper routing, descriptive pamphlets of many foreign countries, copies of all proclamations and executive orders of the President, rulings of the

various government boards and bureaus bearing on commerce, daily commerce reports of the Department of Commerce, Daily Official Bulletin of the Government giving all important rulings, laws, etc. A daily digest of the principal events throughout the world and over fifty weekly and monthly magazines from various countries bearing upon foreign commerce. These various publications are constantly being referred to by those interested.

Foreign Trade Opportunities

The department is constantly receiving requests from foreign merchants to be placed in communication with buyers and sellers and has during the past few years published in the "Activities" over two thousand such requests which have resulted in a great number of cases in mutually profitable business deals being made running far into the hundreds of thousands of dollars. As an evidence of the value of these opportunities the department furnishes the names and addresses of such foreign inquirers to over two hundred members every week. Among these are a number of merchants located in many of the principal cities of the East.

Where requests are received from foreign buyers for articles not manufactured or represented in this city the department places the request in the hands of organizations in the cities where such articles are produced. It is one of the aims of the department to educate foreign merchants to communicate with it when they are in the market for American goods regardless of what they are or where they are manufactured with the knowledge that their request will be given prompt attention.

Foreign Markets

This is one of the most important yet difficult activities of the department. To the larger firms engaged in foreign trade this is not particularly valuable because they are thoroughly posted as to where they can sell their goods and, in many cases, have their own branches or representatives in foreign lands. To the smaller firms, however, this function can be made of great value. Many of them are uninformed as to just what countries would buy their goods and under just what conditions they might be sold. The department cannot undertake to either sell their goods nor arrange for representation for them but it can ascertain whether their articles are likely to find a market in various sections, can ascertain under what conditions such articles might have to be sold and can procure the names of possible purchasers. Further than this it cannot go. It is then up to the member to carry on his own negotiations, to appoint his own representative and to ascertain his prospective buyer's financial responsibility. One thing the department has learned after a number of years of experience and that is, if a member desires to enter a foreign market it is of the very highest importance that he go personally or send a responsible representative to personally visit such foreign markets and learn at first hand the general conditions. If his business would not warrant such expense then it is suggested that he deal through some reliable established firm already engaged in this business who is competent to handle his business for him. Later, if results justify, he can then handle his own foreign business.

Foreign Visitors

San Francisco has ever been famous for its hospitality to foreign visitors, for a desire to welcome them to this city and suitably entertain them. Most of these visitors reaching our shores come to buy or sell and if we can facilitate their wishes in this respect we are not only not commercializing our welcome but are directly benefitting them and at the same benefitting our own merchants. We may save them time and trouble in locating those with whom they want to deal and impress upon them the fact than San Francisco is a world market and not a local one. To this end the department has made arrangements through the Treasury Department whereby the Collector of Customs at Honolulu has kindly consented to have all ships stopping there provided with postcards which visiting merchants can fill out and mail giving their names, where they will stop and what assistance the department can be to them. Arrangements are also under way so that the Consuls and Chambers of Commerce in all cities bordering the Pacific Ocean will provide letters of introduction so that immediately upon their arrival they may be met, made to feel at home and be facilitated in the object of their visit regardless of what that may be.

Steamship Lines

Knowing the great value of direct steamship service the department is constantly endeavoring to prevail upon foreign companies to make this port one of their ports of call. To this end efforts are being made to secure direct service to all foreign ports where such service could in reason be expected to succeed. Just prior to the war a number of European lines had practically decided to establish such service which would have given direct service to the United Kingdom, Scandinavia, France, the Mediterranean and even Africa. The department was successful in securing direct service to the Dutch East Indies and the fact that for the twelve months ending December 31, 1915, the total imports and exports were $670,758 as compared with the twelve months ending June 30, 1918, were $54,144,862 an increase of $53,474,104 goes to show the value of direct service.

The department is pleased to announce that the near future holds the brightest prospects for steamship service since the port was established. The United States Shipping Board has promised service to serve the needs of the port, the Pacific Mail is planning for a service unparalleled in the history of the Pacific Coast and with Manila looming up as the great Oriental commercial metropolis, San Francisco will be in direct touch with the Far East as no other city ever has been. European lines are again considering many new routes and all indications point to the fact that the steamship service of this port will be dependent only upon the cargo offering. It is, then, up to the merchants to provide that cargo.

Prior to the war the department had on file the sailing dates, and in many cases the rates, of the principal steamship companies of the world. It is now endeavoring to have this service resumed so that it can advise members approximately the dates and rates to every important port in the world.

Our Merchant Marine

The department is actively working for the future of our great Merchant Marine. While there will be many ships available yet the laws of the United States are not such as to encourage competition with those of foreign countries. Efforts are being made to induce Congress to take the necessary steps to provide such laws as will enable our ships to compete with those of foreign maritime nations. In doing this the department has first in view the fact that Americans should man these vessels and to do so some readjustment must be made so that wages and conditions will be made attractive to American seamen. Just how this can be accomplished has not yet been determined and as a matter of fact is one of the difficult problems. However one thing is clear and that is that if American labor built these ships and they are to carry American goods then they must be operated by American seamen under such conditions as American youths and men can receive American wages and treatment. To do less would be un-American but just how to do it has not yet been made clear. That a satisfactory solution will be reached is, however, certain.

Free Ports

The department has been active in endeavoring to secure the establishment of Free Ports or more correctly "Free Zones." A bill is now before the House having the endorsement of the Federal Tariff Commission and the prospects are that before long San Francisco Bay will be such a "Zone" thereby encouraging foreign commerce both domestically and for re-shipment and giving it the advantages already enjoyed by the great ports of the world.

A New Oriental Metropolis

The department is making every effort to have Manila—an American Oriental port—made the distributing metropolis of the Orient from which will radiate commerce to that great section of the world in which reside over two-thirds of the population of the world. This great prospective market for American goods is directly tributary to the Pacific Coast and sooner or later will be served by the American ports of the Pacific.

Bringing All American Cities to the Seaboard

The countries of the entire world are seeking American manufactures. Most of these are produced in interior cities and must be transported by rail to tidewater and in like manner the raw materials they require must be so handled. To place these manufacturing centers on an equal footing with those of other nations, the American railroads must restore the low import and export rates in effect prior to the war thereby to a certain extent overcoming their geographical disadvantage. Inland waterways must be developed and encouraged and the department is actively working in conjunction with the Traffic Bureau of the Chamber to bring about this result.

Manufacturing on the Coast

The Eastern part of the United States became prosperous by supplying the manufactured articles required in the development of the great Western section of the country. For years the West developed by providing raw materials but this era is gradually changing and the West must look for its future prosperity to manufacturing and the supplying of manufactured articles to the great markets of the Pacific. Unfortunately the East has not yet realized the great possibilities of those States lying west of the Rocky Mountains. It becomes the duty of the Coast cities to educate our Eastern people to the possibilities of this section just as much as it is to try and encourage our foreign commerce. The possibilities on the West Coast are unlimited. Nature has endowed it with riches and opportunities as it never did the East. These must be exploited and developed before the West can come into its own and it is our own people who must first be made to see these opportunities. The department is working closely with the Industrial Department of the Chamber to assist in this great work.

The 1920 National Foreign Trade Convention

The department has been instrumental in securing the 1920 National Foreign Trade Convention for San Francisco. At that time (probably in April) will congregate some fifteen hundred of the leaders of commerce, banking, agriculture, manufacturing and transportation men of the country. Many of them have never been West, many of them will be looking for opportunities

and never in the history of the Golden Gate was there such a chance to show the big men of the country what the Pacific Coast has; to open their eyes to what they have overlooked and to secure their assistance and cooperation in building up this great wonderland. The department will overlook no means of impressing them with the fact that the United States west of the Rockies has greater possibilities than was ever dreamed of east of them.

An International Chamber of Commerce

In June, 1914, there was held in Paris an International Congress of Chambers of Commerce at which this Chamber was ably represented. This Congress while actually accomplishing nothing specific yet did develop one great cardinal principle—the urgent necessity for a close interchange of views by the commercial interests of the various countries of the world. The world war came and the efforts of this Congress were wiped away. The department has now recommended the formation of an International Chamber of Commerce based largely upon the lines of the Chamber of Commerce of the United States. It is endeavoring to have such an organization created during the present Peace Conference so that all international commercial problems can be considered and efforts made to adjust differences and difficulties arising from the great post war commerce that is about to be launched. Individual merchants cannot correct evils existing whether apparent or real with those in foreign countries except in so far as their individual interests are concerned. Nothing conduces to harmony and proper adjustment as personal contact and discussion and if the various countries of the world have found a National or an Associated Chamber of Commerce of value—and such would appear to be the case—then it is all the stronger argument for an international tribunal to discuss and endeavor to harmonize international commercial difficulties.

Foreign Trade Study

With a greatly enlarged world commerce will come a demand for young men capable of filling positions in exporting and importing houses. At the present time there is a sad lack of properly equipped material. Foreign trade cannot be learned by a correspondence course nor at a night school but it can be greatly facilitated by such methods. Looking to the coming demand for such material the department is actively working in connection with the Foreign Trade Club, the University of California and the Federal Board for Vocational Education with a view to having established some practical method of instruction which taken in conjunction with actual employment may result in turning out young men qualified to enter the field of foreign commerce. Such results have been obtained in a high degree with men to man our merchant marine, with the various technical workmen making war materials and there is no reason why it should not be equally successful in the course of foreign trade.

Russia—The Great Future Market

Russia when conditions are adjusted will be one of the greatest opportunities for American merchants. Siberia instead of being an ice-bound penal settlement is one of the richest sections of the globe. There lie some of the greatest opportunities for American capital and commercial development. Looking ahead to these great possibilities the department is endeavoring to arrange for an elaborate Russian Bureau in connection with the American-Russian Chamber of Commerce which has the practical endorsement of this and the Russian authorities. It is hoped before long to have a sub-department looking exclusively to the development of this particular section where will be available all available information with an experienced Russian in charge capable of furnishing reliable data, translating, etc.

The Bureau of Foreign and Domestic Commerce

The department realizing the valuable work of the Bureau of Foreign and Domestic Commerce is endeavoring to assist it in securing an adequate appropriation from Congress to enable it to extend its activities. It is also endeavoring to have the Bureau appoint representatives to be located in the principal commercial centers of the Far East.

Publicity

In collaboration with the Publicity Department of the Chamber the department is endeavoring to arrange for greater publicity in the countries bordering the Pacific Ocean. It is hoped some plan can be devised whereby the names of San Francisco exporters and importers can have their names placed before buyers and sellers with a brief description of the commodities they are particularly interested in. It is hoped to have a supplement to the "Activities" issued for distribution throughout the Far East which will constantly keep before the business men of that section the opportunities and advantages of San Francisco as a jobbing and shipping center.

Standards

Efforts are being made to procure and keep on file specifications and standards of all Oriental products so that members buying same may know the basis on which they are sold. Possibly samples may also be procured and kept on file.

American Chambers of Commerce in Foreign Countries

The department is working closely with the American Chambers of Commerce located in various foreign countries. It has received much valuable assistance from them and hopes these relations may grow to the mutual benefit of San Francisco firms and American firms located in foreign lands.

Value of the Department

The value of the Foreign Trade Department to San Francisco business men is just what they make it. The greater interest they take in its activities and the more frequently they avail themselves of them just to that extent will its value be increased. Quite a number of prominent firms are constantly using the department with, as they claim, great benefit to themselves. If such is the case there is apparently no reason why others should not take advantage of its facilities.

Suggestions

No department of a Chamber of Commerce can give perfect service and the Foreign Trade Department fully realizes it has many short comings. To make its work as efficient as possible it urges members to send in suggestions and criticisms from time to time. Only by such means can it know what the members want.

Thanks

To those members who have assisted the department since its inauguration and have taken advantage of its facilities the department extends its hearty thanks and hopes the number so doing will rapidly increase.

Grain Trade

INSPECTION DEPARTMENT FURNISHES STANDARDS FOR GRAIN TRADE ASSOCIATION

THE Inspection Department of the San Francisco Chamber of Commerce while primarily for the inspection of grain, inspects and issues certificates for quality and weights of other commodities, at the request of any member, and for a non-member, not a resident of the State of California and not having an agent in the State.

The scope of this Department has so enlarged that its services are in demand, not only for the inspection, locally, of grain, beans, hay, potatoes and onions, but is called on to inspect numerous importations of Oriental products, consisting of rice, beans, walnuts and peanuts.

The Department makes up grain and bean standards for each crop year; these standard samples are sent all over the world and on them the export business is largely predicated.

The office of the Chief Inspector is fully equipped with the necessary test weight scales, gravity separator, screens and other implements for testing grain both for cleanliness and for impurities.

The Inspection force consists of a Chief Inspector, together with Deputy Inspectors stationed at San Francisco, Port Costa and Stockton.

Deputy Inspectors are sent to various interior points to inspect and load out grain to cars. This service has proven very valuable to grain shippers. Controversies arising between members as to quality of grain tendered on sales, as well as other commodities, are settled by the Chief Inspector, while disputes as to differences in values are adjudicated by the Arbitration Committee.

The Grain Trade Association of the San Francisco Chamber of Commerce occupies one-half of the main floor of the Chamber of Commerce in the Merchants Exchange Building.

All varieties of grain, beans, corn, etc., are traded in on sample in the morning from 10 a. m. to 12 m., every member having a table or half of one for his samples. The option market on grain—that is trading in future delivery such as May or December, or any month desirable, is open from 11 to 11:30 a. m. and 2 to 2:30 p. m. on one side of the tables when trading is in spot goods. This plan is called the pit and only members of the Grain Trade Association are allowed to trade in either place.

The option business is one under the supervision of the caller. Every trade must be made in the open and placed on record, a copy of which is posted on the blackboard immediately after each session.

Members of the Grain Trade Association must be class "A" members of the Chamber of Commerce in order to trade in grain on the Floor. Either a deposit of $500.00 or a certificate of stock in the Merchants Exchange Building must be deposited with the treasurer of the Chamber for the faithful performance of their contracts with members of the Association.

Chamber of Commerce Participation in the Commercial and Industrial Future of San Francisco

EVERY MEMBER ASKED TO SHARE IN WORK AND BENEFITS

THE Chamber of Commerce is essentially an instrument for community service, and its value to the individual member is in direct proportion to its success in this direction. One of its important functions is to procure and file for reference detailed and accurate information on a wide variety of subjects, ranging from factory sites to trade with foreign countries, and to be able to furnish reliable statistics and answer inquiries in relation to any and all of them.

The Chamber is the logical clearing house for such material and is often sought for consultation and advice on matters vitally affecting the future growth and development of the city. Government and foreign commissions engaged in studying questions of international importance turn naturally to the Chamber of Commerce for aid and direction in pursuing their investigations.

The growing number of inquiries received daily from these sources and from members and others emphasizes the necessity of maintaining this service at a high standard.

In the course of its activities the Chamber often finds it necessary to depend upon its membership, not only for service and advice in connection with the work of important committees, but also to furnish data more or less intimately relating to their businesses.

Spirit of Cooperation Necessary

This service is a duty to the organization which should be discharged by a member in the same spirit in which he attends meetings and pays his dues, and requests for information instead of being consigned to the waste basket by the recipient, as is too often the case, should receive the prompt and careful consideration which their importance as a detail in the program for the future commercial development of San Francisco fully justifies. Material thus obtained becomes a part of the records of the Chamber which are compiled for community benefit and are not intended or permitted to be used for the profit of any individual.

Looking Forward

The future holds tremendous possibilities in the development of commercial intercourse between this country and Russia and the Orient, and San Francisco with her superb harbor and its rapidly improving port facilities, her existing and projected trans-Pacific steamship lines, and her admitted supremacy as the financial and business center of the West, is in a position provided she sees and grasps her opportunity to secure a large and ever increasing share of this coming world trade with our newly awakened friends and allies on the far shores of the broad Pacific, a trade which means not only cargoes for our ships, but business for our merchants, work for our factories and steady employment for our wage earners. Nor is this trade to be secured and held without vigorous and sustained action on the part of the business community. Los Angeles in the South and Seattle, Portland and Tacoma in the North, overcoming physical handicaps which San Francisco has been spared are putting forth determined and successful efforts to secure a portion of the trade which naturally would come to San Francisco.

Chamber Must Take Leadership

The business interests of the city are not organized to attack problems of this nature in the community sense and naturally look to their Chamber of Commerce for wise and constructive leadership in such matters. The executives of the Chamber have outlined an industrial program for the coming year, which is most timely in view of the many after the war problems of industry and reconstruction. The organization has its limitations in dealing with matters so vitally affecting the future industrial and commercial life of the city and it will be found necessary to frequently call upon members whose services are required and whose advice and counsel is needed in formulating a progressive and permanent plan for the increase, upbuilding and maintenance of our commerce and industry.

The Chamber contemplates the early formation of an Industrial Committee, which is expected to give impetus and intelligent direction to its industrial program of the immediate future. In this as in all other Chamber of Commerce activities success is in a large measure dependent on the cooperation and support received from the membership, and in a work so fraught with promise for the future of our State and City it is confidently expected that this cooperation and support will be given generously and without reservation.

Information and Statistical Department Handles Thousands of Inquiries

LOCAL SERVICE

IF you desire to know how many people pass through the Ferry Building each day or how wide the Bay of San Francisco is; if you want to know why San Francisco was given the Panama-Pacific International Exposition and why it was the most successful world's fair in history; if you believe in your city and are desirous of justifying your arguments as to its supremacy on the Pacific Coast; if you are in the market to buy or sell any commodity—call up or come in person to the Information and Statistical Department of the Chamber of Commerce. The daily list of inquiries received from business firms, residents and tourists on every imaginable subject requires the skilled attention of several employees and every effort is made to give exact data and information to the seeker.

National and Foreign Requests

The number of out-of-town inquiries is hardly smaller than those which are received from local sources. From every part of the United States, and from all over the world, information is requested concerning San Francisco. Our City may well be proud of its prominence in the minds of individuals of every country as is evidenced by the desire for information concerning San Francisco, its business opportunities, pleasure facilities, climate, population, financial resources, etc.

Statistical Library

A comprehensive library of information must be maintained to give the required answers to the requests received. This is constantly being augmented and kept up to date. Each year, this bureau receives the directories of every city of any prominence in the United States and it has now in its possession one of the most complete libraries of directories ever assembled.

Strange Inquiries

Combined with the dissemination of facts, figures and other data, the information clerk is called upon and is quite often non-plussed for proper answer to some inquiries which are slightly out of line with the idea for which this department was established. A few of these, listed below, have been passed on to the members, however, through the columns of the "Activities" but the general response has been somewhat discouraging:

M. N. Bracy, Box 604, Newman, California, wishes to consult a **reliable** hypnotist.

E. R. Skinner & Co., 1121 Front St., Sacramento, California, would like to dispose of skunk tail hair and skunk galls.

Hjalmar Johnson, Trotters, N. Dakota, is seeking a market for live rattlesnakes.

Newt Lewis, Buncome, Oregon, has a cub bear to sell.

Eugene E. Tickle, Detroit, Michigan, is looking for a good brand of insect powder.

An inmate of the State Penitentiary in a state adjacent to California desires to acertain the **exact location** of the Mint in San Francisco.

W. E. Titus, Truckee, California, is in the market to dispose of a wild cat. (Stock-brokers —please note).

Legislative Department

DIRECT SERVICE FROM SACRAMENTO DURING SESSION OF LEGISLATURE

THE Legislative Bureau of the Chamber of Commerce will be maintained in Sacramento during the coming session, and in cooperation with other commercial organizations of the State will continue to the best of its ability to represent all commercial and industrial interests. It will be the duty of the bureau to closely scan every bill affecting argiculture, horticulture, viticulture, dairying, livestock, mining, lumbering, manufacturing, transportation, communication, commerce and all allied industries. In fact, from the production of the raw material of field, forest and mine to the distribution of the finished article; also bills affecting our financial and judiciary systems, health, sanitation and police powers.

Personnel of Committee

The Legislative Committee comprises twenty-one well known business and professional men of San Francisco, representing nearly all lines of the State's activities. This committee has been subdivided into numerous committees of three members each. To these appropriate sub-committees will be referred all bills affecting those interests which the sub-committees represent. These sub-committees report to the committee of the whole for or against those bills referred to them for investigation; the committee of the whole then reports its findings to the board of directors for approval or amendment. The secretary of the bureau also prepares an abstract of bills for the information of other organizations.

This service is performed in a spirit of helpfulness, to aid, if possible, in legislating the greatest good to the greatest number and to the best interests of the State at large. Experience has taught us that it is a physical impossibility and beyond the limits of human reason for the legislators, busy as they are on the floor and in committee, to know accurately the contents of and what is behind each of the 3,000 or 4,000 bills introduced at every session.

Organization and Cooperation

This plan of cooperation among the commercial organizations of the State has proven very effective for the last three sessions, the San Francisco Chamber of Commerce as a central bureau maintaining headquarters at the Capitol during the session. In the 1915 session, when the work of the bureau actually began, of 134 bills opposed by the Chamber of Commerce 112 were killed, 13 amended and 9 passed.

In the 1917 session, of 147 bills disapproved, 126 were killed, 9 amended and 12 passed.

The committee will probably hold weekly sessions, and special sessions on call, in this city during the session of the Legislature. Suggestions as to constructive and remedial legislation should be made to the chairman of the committee, George C. Boardman, at the Chamber of Commerce. Requests for information as to pending legislation, bills, hearings before committees, general information, etc., should be addressed to the secretary of the bureau, E. E. Bowles, Hotel Sacramento, Sacramento.

This bureau is at the service of the members of the Chamber and the members are expected to cooperate. Whenever any bill in which the members of the Chamber are vitally interested comes up for hearing the secretary will notify those interested of such hearing in order that a committee engaged in that line may be prepared and present arguments for or protests against the legislation proposed in the bill.

The secretary of the Legislative Bureau is also secretary of the committee on national and foreign affairs. During the interim between state legislative sessions he keeps in touch with the local situation in the state, and with proposed and pending legislation in the National Congress. One of his duties in this regard is to notify the chairman of the committee of measures affecting the interest of the Pacific Coast in order that the Chamber may take prompt action.

Marine Exchange, Interesting and Old Established Department

IFTY-TWO years ago, the merchants, business and shipping men of San Francisco organized what was then known as the Merchants Exchange Association. This organization was formed, to quote from the incorporation notice, "for the purpose of providing a Central, Commercial and Maritime Exchange and to acquire, preserve and disseminate valuable business information for the benefit of its patrons." A remarkable service was rendered by this institution and on July 17, 1911, it was amalgamated with the Merchants Association and the Chamber of Commerce and became a department of the San Francisco Chamber of Commerce.

Shipping Information Important to Merchants

The function of this department has remained practically the same as far as the furnishing of marine information. Reports of all vessels approaching the Port of San Francisco, as well as their arrivals and departures are daily given to patrons. Records are kept of the movements and location of all vessels arriving and departing from Pacific Coast and Hawaiian Island ports as well as boats from these points arriving or departing from eastern and foreign ports. This service, which is continually arriving by cable, telegraph and wireless, is of great value to all interested in shipping and foreign trade.

Accidents Form Part of Record

Record is kept of all mishaps and disasters to vessels bound either to or from the Hawaiian Islands or between Pacific Coast ports, and many a laconic message carries news of a staggering loss of life, cargo and shipping.

Manifests of Vessels

A file is kept of the manifest of every vessel arriving in the Port of San Francisco, as well as cargoes on vessels bound from San Francisco to the Hawaiian Islands and eastern and foreign ports. No record, however, is kept of cargoes on vessels between Coast ports.

Lookout Stations Open Day and Night

All boats approaching or arriving in the Port of San Francisco are reported from daylight to dark from the lookout station situated at Point Lobos and from dark to daylight from the boarding station at Meiggs Wharf. At the latter point, a representative of the Chamber of Commerce boards every vessel, obtaining from the Captain or Purser a manifest of the cargo, passenger list, time of voyage as well as any other information regarding the ship's voyage. This information is available at the information desk in the Marine Department at any time of day or night, as there is always a clerk on duty.

Exchange Hall Meeting Place of Business Men

On the main floor of the Merchants Exchange Building is situated the Marine Exchange of the Chamber and here congregate daily shipowners, agents, brokers, lumber mill owners and in fact every type of business man interested in shipping or other information available in this department.

During 'Change hour, which is from 2 to 3 P. M. daily, except Sunday, many of the above mentioned business men transact business relative to chartering of vessels, buying and selling of cargoes and other business connected with the shipping interests.

Large Membership of Organization Makes Community Service Possible

JUST as advertising secures a sufficient financial return to a magazine, enabling it to provide its readers with the finest literary thought and and writing, thus putting the advertising value on a high plane, so does a large constituency in a commercial organization afford means for securing the largest return to the membership and the community.

Each individual and firm who contributes to the San Francisco Chamber of Commerce is exercising a part in its affairs and subscribing directly to community benefit. This organization is at the present time, notwithstanding necessary cancellations due to war conditions, one of the largest associations of its kind in the United States.

Every effort, however, must be made to further increase its resources, which will allow an expansion of the scope of its work.

With the many problems and activities which are set forth in the accompanying articles in this issue, every person in San Francisco capable of supporting the San Francisco Chamber of Commerce, should be concerned.

Serious thought should be given to the duty of such support by members who have and who may consider cancelling membership in the institution. In many cases, no individual benefit is apparent, but the thought which should remain uppermost is: **whatever is done for San Francisco collectively affects every individual and endows him with a personal if indirect advantage.**

The past year has not afforded a favorable opportunity for membership gains but it is now the purpose of the Chamber through its Membership Department to again emphasize to merchants and business men, who are not members, their civic duty in joining the organization. A representative of the Membership Department will gladly call on any individual in order to explain the advantages of membership or on any member who has not the time to visit the offices of the Chamber and through personal contact acquaint himself with the work and the service to which he is entitled.

A steady campaign is carried on to increase the individual and financial support and each member should take pride in furnishing the names of possible members and endeavor to personally persuade such as these to join **his** organization.

Members should always bear in mind that **they are the organization** and that it is not alone composed of those who are engaged in carrying out its policies. The unity and loyal spirit of the membership should not be open to question and that this condition exists and will be strengthened is a belief and a part of the work for the year nineteen hundred and nineteen.

Municipal Affairs

THE Municipal Affairs Committee is the medium through which the Chamber works for civic improvement. For some time the Committee has devoted its principal attention to the larger improvements affecting the trade, commerce or convenience of the entire community as almost every section of the city now has an organized district improvement club which is well fitted to give special attention to its local improvements.

Some of the important improvements that have been proposed by the Committee and on which it will continue to work are the following:

Ocean Beach Esplanade

Approximately seven hundred feet of the Ocean Beach Esplanade has been constructed by the City as a result of the efforts of the Chamber working through a special sub-committee. War conditions prevented extension to the Esplanade being made during the past two years, but public opinion is so strongly in favor of this great improvement, that additional sections will undoubtedly be built annually when conditions again become more nearly normal.

Reclaiming Islais Creek Mud Flats

Plans were prepared for filling the Islais Creek mud flats between San Bruno Avenue and the Railroad Viaduct, with sediment pumped from the bay, so as to make this great area available for industrial purposes. The property owners generally favored the proposition but the work was postponed temporarily until a large sewer was constructed there so as to obviate the expense of bulkheading the present open drainage canal running through the tract.

Revision of the Building Law

The old building law has been found to contain numerous defects and is not adapted in all respects to some of the latest types of modern construction. At the instance of the Municipal Affairs Committee, duly appointed representatives of the San Francisco Chapter of American Institute of Architects, the Society of Civil Engineers and the Building Contractors Association agreed to undertake jointly to revise the Building Laws of San Francisco in accordance with the practice found most successful in other large cities, if the city would defray the necessary clerical expense. This arrangement has not yet been consummated, but it is hoped that it can be done during the coming year.

Grading Rincon Hill

In 1913, the Board of Directors instructed the Municipal Affairs Committee to take up as a special work the grading of Rincon Hill and to continue its efforts until this improvement was secured. While the plan then prepared by the Chamber could not be carried out at that time, the project is still on the Committee's program of unfinished work and it hopes as a result of recent legislation relating to grade changes, which offers a solution of the obstacles that delayed the work before, and through the studies and more complete plans made by the City Engineer, that this important work can be again taken up this year and carried on until it is accomplished. Special attention is called to this matter in another column.

Arbitration Committee

One of the valuable services the Chamber renders to members is that of arbitrating business disputes between members or between a member and a non-member providing both parties agree to arbitration. Such disputes are usually in regard to non-fulfillment of contracts, claims for damages for late shipment or inferior quality of merchandise, interpretations of ship charters, etc. The Arbitration Committee of the Chamber has had more cases submitted to it during the past year than for some time past, and members are becoming more and more disposed to use this method of settling their business controversies rather than resorting to litigation as the expense is small and quick decisions with substantial justice to both parties are secured.

National and Foreign Affairs Committee

Upon the National and Foreign Affairs Committee devolves the duty of considering and recommending to the Board of Directors what action should be taken by the Chamber in the national and foreign matters coming before it, except those matters relating exclusively to foreign trade, which latter are handled by the Foreign Trade Committee.

Some of the most important questions considered by this committee are the Referenda submitted by the Chamber of Commerce of the United States which involve broad questions of national policy affecting trade and commerce.

The Time Has Arrived to Plan for the Grading of Rincon Hill

The war being finished, a tremendous revival of commerce on the Pacific with its resultant increase in shipping is inevitable. The San Francisco waterfront will then be the busiest locality on the Peninsula. Will San Francisco be prepared to meet this condition and to furnish the facilities required to handle this commerce in a convenient and expeditious manner?

One of the things most urgently needed is more available space for wholesale, warehouse and manufacturing purposes immediately adjacent to the southern water front from the foot of Folsom Street to China Basin. A great portion of this urgently needed ground space is now occupied by Rincon Hill and not available for use in its present condition. It is unthinkable that a great commercial city like San Francisco will much longer permit this bar to the city's progress to exist and such valuable space to remain unusable. While certain conditions in the past prevented the carrying out of previous plans for grading Rincon Hill, means have been found to overcome those conditions and it is now time to begin to plan for the consummation of this important work just as soon as possible.

The adoption by the Board of Supervisors early in 1918 of the new "Change of Grade Ordinance" for the purpose of enabling the grading of Rincon Hill to be carried out, offers a basis for overcoming the difficulties that stopped proceedings when the San Francisco Chamber of Commerce in 1913 proposed that this improvement be undertaken. A way is now opened by which the great difficulty of financing the grading of the lots of property owners can be overcome and it is absolutely necessary that the grading of these lots should be done at the same time the streets are graded, as the cost to the owners will thereby be very much reduced, and only by so doing will this area be made available for commercial use. The ten year installment plan provided in the ordinance will give property owners, in the districts assessed, ten years time in which to pay their assessments.

Finally the greatly increased use of motor trucks in place of horse drawn vehicles removes the necessity for changing the grades on Folsom and Second Streets, as the slight grade on both of those streets is no obstacle to motor trucks nor to spur tracks, which latter are already laid on Second Street with the result that a number of new industries have located there. The present grades being maintained on these two streets will result in a very large saving in the cost of the work and in the amount of damages to be paid.

The time has arrived when this great project should be undertaken in earnest and carried through to a finish.

Placement Bureau An Asset

AT the beginning of 1917 and with the idea of rendering a direct service to the members of the Chamber, there was inaugurated a placement or employment department in the hands of a capable secretary. The specific thought was to furnish to the membership information as to available executive help without the formation of an absolute employment bureau and conflicting in no way with already established private or public agencies.

Direct Contact With Applicants

The Chamber has been and is daily being visited by workers trained in various lines of business and the effort has been to furnish, without charge to individual or firm through the medium of the weekly "Activities" a contact which has resulted in the satisfactory filling of several hundred positions. A list has been run weekly in the Chamber's paper giving a brief description of the qualifications of parties wishing to come in contact with proper opportunities and an effective clearing house arrangement has been consummated due to cooperation of the members.

Firms Depend On Bureau For Help

Many firms have come to rely upon this department of the Chamber for all of their executive needs and have even been put in touch with employees for the more subordinate positions, although it is not the purpose of this bureau to attempt this branch of employment service which is so capably handled by other agencies.

The Placement Bureau, after two years of service, has more than justified its continuance and the membership is invited and urged to make use of this agency which will be handled on the same high standard of efficiency and cooperation as has existed in the past.

Aid to Returning Soldiers and Sailors

This department of the Chamber is making every effort to locate men who are being discharged from service and whose qualifications are such as can be listed with the bureau. In this connection, the Army and Navy Placement Bureau of the State Council of Defense is receiving earnest cooperation in its endeavor to supply employment to returning men.

Publicity Necessary to Organization Work

THAT no individual, institution or association of any kind can progress without advertising is an accepted and undeniably true practice of present day existence. Whatever the instrumentality may be, some publicity is necessary to express the status and capabilities of any one of the above.

In a commercial organization, the membership must be impressed with the value of the work accomplished and with the ideas and sentiments of its officials and departmental staffs and it is the function of those in charge to impart the fullest information of its actions and needs and the reasons therefor, in order to retain the confidence and support of its constituency. In the San Francisco Chamber of Commerce, it is endeavored to give publicity to every motive and every phase of its work. This is done largely through the medium of the weekly "Activities" and it is the especial purpose of this edition to feature the accomplishments and value of the institution.

Newspapers and Kindred Publications

General publicity is also secured by the cooperation of the press and the value of this medium cannot be over-rated. Through the newspapers, magazines and other publications, the work of the organization is sent forth broadcast. The Publicity Department has as well on its mailing list the names of many such publications throughout the United States and the world. Many periodicals published in distant communities and foreign countries carry articles prepared in the San Francisco Chamber of Commerce all of which tends to make known the beauty, resources and standing of San Francisco among the cities of the world.

Assistance Rendered in War Activities

Prior to the cessation of hostilities, many letters of appreciation were received from various governmental and auxiliary agencies engaged in war work. In all of the Liberty Loan Drives, Red Cross and War Savings Stamp Campaigns, war charity movements; to the various bodies instituted by the authorities, such as the Food, Fuel, Railroad and other administrations, and in recruiting for the army and navy, the fullest measure of cooperation and active assistance was given. The entire organization of the Publicity Department was augmented and turned over to the War Savings Stamp Drive and it was the privilege of the San Francisco Chamber of Commerce to assist in securing for San Francisco more than its quota in this war drive for funds.

"Activities" Carry the Message of the Chamber

As set forth in the last issue of this weekly bulletin, members of the Chamber are not getting the full benefit of their memberships unless they personally keep in contact with the work of the organization through the "Activities." The many services which can be rendered and the information which is disseminated is all intended for the benefit of the readers and it is therefore urged that every member read the numbers as they are issued and thus be in a position to assist the organization by suggestions and criticism.

Bulletins for Press

There was recently inaugurated a daily bulletin service to the papers of San Francisco as well as some other news sources in this and foreign countries. This data is submitted for what it is worth as news value, inasmuch as the Chamber is naturally in contact with information regarding its own activities and projects which should be properly distributed.

Convention and Tourist Matters

The Publicity Bureau of the Chamber, in cooperation with the other departments, is endeavoring to secure for San Francisco the fullest measure of its due as a tourist and convention center. A vast amount of literature is distributed yearly which reaches inquirers from every part of the world. The Foreign Trade Department has recently been advised that the 1920 convention of the National Foreign Trade Council will be held in San Francisco and it will be the function of the Publicity Department to aid in every way the success of this momentous gathering.

Commercial Directory of the City

In conjunction with the Industrial Department of the Chamber, there will be issued as soon as the work of preparation will permit, a directory of manufacturers in San Francisco which will have wide distribution. Requests are daily received for such a publication, particularly from foreign countries bordering on the Pacific Ocean, and it will be of material aid in furthering the foreign business which will rightly come to San Francisco.

Commercial Value of "Activities" to Members

Exemplified in the articles contained in the departmental reports submitted herewith, as well as in the last pages of this special issue, is the value to be obtained from the "Activities." The information of opportunities for business—local and foreign—notices of meetings, governmental regulations, data from the various departments, should speak for itself of the necessity for weekly perusal and constant reference.

Your suggestions, criticisms and approval are solicited.

Transportation Interests of Members Conserved

THE Transportation Department desires to emphasize the fact that the Traffic Bureau exists for the use and benefit of all the members of the San Francisco Chamber of Commerce. It is maintained primarily to protect San Francisco's commercial, manufacturing and producing interests in all transportation matters from undue prejudice and discrimination in favor of other localities and sections of the country, and also to watchfully safeguard the interests of San Francisco and the Pacific Coast in all matters relating to general adjustment of freight and passenger rates.

It is the constant aim of the Traffic Bureau to accustom members of the Chamber to invoke its aid whenever in need of information, advice or assistance in any matters relating to transportation. The service offered to the members is without charge. The only occasion wherein members may be called on to bear any additional expense is in instances where expense of travel or some actual outlay in the interest of an individual or firm is incurred. The Bureau is equipped to give individual members a service in transportation affairs which they cannot obtain from any other source at any cost. Where differences arise between members and carriers, the Bureau renders the member assistance and advice and indicates the best method of procedure in all cases in which traffic problems are involved and in which a knowledge of traffic matters is required.

The actual working force of the Traffic Bureau is small, and it is not equipped to perform clerical work such as auditing and checking of freight bills. The following, however, are a few of the various helps the Traffic Bureau offers to the membership:

1. Verification of rate quotations made by the carriers, and as far as its force will permit, the making of direct quotations.

2. Interpretation of published rules and regulations.

3. Advice concerning transportation practices and methods generally.

4. Advice concerning rights, privileges and restrictions in connection with transportation.

5. Where members have been unsuccessful in securing adjustment of proper claims for overcharge, loss or damage, the Bureau will review the claim and indicate proper procedure.

6. Preparation of or assistance in the preparation of applications, complaints and protests before commissions, federal or state, also United States Railroad Administration officials and committees, in matters affecting San Francisco, California and the Pacific Coast.

In all matters where the protection of the transportation interests of the city or state at large is involved, the Traffic Bureau under the direction of the Board of Directors through the Transportation Committee, takes the initiative in presenting applications, complaints and protests before the various courts, commissions and committees and in prosecuting and defending them.

The Attorney and Manager of the Traffic Bureau is a member of the National Industrial Traffic League and holds the office of Honorary Vice-President and is a member of important committees in that organization. He is a member and President of the Pacific Coast Traffic League.

The National Industrial Traffic League, as its name indicates, is an organization numbering among its members the most prominent traffic managers and officers of important business concerns throughout the United States. There is no locality in this country that is not represented by responsible members who are trained in traffic.

The membership of the Pacific Coast Traffic League comprises traffic representatives of traffic organizations in the important cities situated in the United States west of the Sierra and Cascade Mountains. Through the close affiliation with these two great traffic organizations, the Traffic Bureau is in immediate touch and close relationship with traffic representatives throughout the United States.

Traffic Problems of the Past and Present Year

All will agree that the year just closed has been more interesting in a traffic sense than any of those that have gone before. In this year our members have more than ever before called upon the Traffic Bureau for information and advice in the traffic field, which was changing almost from day to day. The traffic problems which confront us during the present year will be of still greater importance. The future of the transportation systems of the United States, both by land and sea, are to be determined. The Transportation Department and its executive bureau will keep accurately in touch with developing conditions, particularly the Congressional legislation of this year.

The old system of rate making may never be revived. It is not improbable that some system similar to the present one of general and district freight committees may be adopted. In that case, rates, rules, regulations and practices will not be made as heretofore by individual carriers or asso-

ciations of carriers, but by committees acting under direction of the Government and adjusting these affairs uniformly for all carriers. These committees, as at present constituted, are composed of representatives of the United States Railroad Administration, and comprise both railroad men and representatives of shippers. All changes and applications concerning rates, rules, regulations and practices are considered by these committees and passed upon before they are published and become effective.

The San Francisco Chamber of Commerce is fortunate in having the Attorney and Manager of the Traffic Bureau a member of the Western Freight Traffic Committee as one of the representatives of the shippers of the section lying west of the Mississippi River and the Illinois-Indiana state line.

The Western Freight Traffic Committee, which has headquarters in Chicago, some time ago authorized its various district committees to publish the dockets of questions coming before them, and the further authority has recently been given to these district committees to advise interested parties what disposition or recommendation has been made to the Western Freight Traffic Committee in cases coming before them.

Whether the railroads are to be taken into Government ownership or returned to private ownership, they will be controlled, managed and operated under new federal statutes prescribing new methods of regulating and determining their rates, rules, regulations and practices, and their financial and operating functions. A strong affirmative presentation of our local transportation situation during this reconstruction period is indispensable.

The Bureau will continue to furnish information to the members and give publicity to transportation matters through the columns of this paper, and appeals to the members who are interested in transportation to read the transportation column in the "Activities" and to bring matters published therein to the attention of the officers and employees who handle their shipping and transportation.

The Transportation Department of the "Activities" is the Bureau's chief medium of communicating traffic information of a general character.

Subordinate Organizations Form Integral Part of Chamber's Work

EXCEPTIONAL FACILITIES AT SERVICE OF MEMBERS

RECENTLY there came to one of the departments of the San Francisco Chamber of Commerce an interesting letter from a well-known importer which reads in part as follows:

"There seems to be a feeling that the Chamber of Commerce has not been of any advantage to the importers and exporters. I think this feeling should be combatted properly. I think myself that it is the fault of the importers and exporters but I write you these matters so that you may know what the feeling is."

It's just such letters that help the Chamber of Commerce. It is better to have criticism of this character brought directly to the Chamber's attention than to have it felt and perhaps discussed but not reported to those who are able to correct or remedy such an attitude.

Who is at fault? The organization of the Chamber of Commerce is somewhat so, but on the other hand, the real strength of any civic organization lies in its membership which, by cooperation and constructive criticism, can assist in the proper direction of its policies and service. If every member felt that he **owns** the Chamber of Commerce it would be a more powerful organization. In a measure, its a member's own fault if he doesn't benefit by being a member.

For example, how many members have read Article IX, Section 1 of the Articles of Incorporation and By-Laws for the San Francisco Chamber of Commerce? To refresh your memory this article is quoted herewith:

"Sec. 1—Members who may desire to form a Board or organization to be composed of members of the Chamber, for the purpose of promoting the special trade, industry, business, profession or object in which they are interested may, with the consent of the Directors, form such subordinate organization of the Chamber."

As members know, there is the Grain Trade Association of the San Francisco Chamber of Commerce and more recently there has been organized the Green Coffee Association of the San Francisco Chamber of Commerce. The objects of the Coffee Association as given in Article II, Section 1 of its Rules and Regulations are:

"To promote a medium through which the members of the green coffee trade may meet and

express their views, to consider and formulate their recommendations on matters directly affecting the coffee interests and take any steps that shall be deemed necessary or expedient to solve the problems and protect the interests of the Green Coffee trade of the United States in general and of San Francisco in particular; to promote the interests of the Port of San Francisco as a Receiving and Distributing Center for Green Coffee."

In these subordinate organizations practically every San Francisco firm or individual eligible for membership is represented. It is logical that all San Francisco concerns should become closely affiliated and identified with the Chamber of Commerce. The reasons are fairly obvious. Our Chamber of Commerce is known the world over and its backing is a real asset. It is mutually beneficial for all interested in San Francisco's advancement to be associated together, for "in union there is strength."

Some critic may say that such subordinate organizations are unwieldy and that it is difficult to get desired action on the part of the Chamber of Commerce. There has also been the criticism that there is too much delay and that "everything must be submitted to the Directors of the Chamber of Commerce before action can be taken." This criticism is untrue. As an illustration, the Green Coffee Association of the San Francisco Chamber of Commerce has its own Executive Committee consisting of six representative coffee men who meet as often as is necessary and there is plenty of action! Consult your Coffee Association friends and ask them if there is any delay in securing results.

The San Francisco Chamber of Commerce stands ready and waiting to assist you, Mr. Importer, Mr. Exporter, Mr. Riceman, Mr. Vegetable Oil and Mr. Copra Importer. And now that peace has come, are our efforts going to drag—relax? Are our spirits, overcome by the reaction, going to lag along? Are we going to lose this "pep," this war-won steam of which we've bragged?

Let our answer be "no." And let one of our New Year's resolutions be to ask more of the San Francisco Chamber of Commerce. Remember you "own" this organization and you get out of it exactly what you put in. The Chamber has the machinery at your disposal and is in a position to serve every member economically and well. Are you going to help make the wheels hum?

Americanization

A RECENT ACTIVITY OF THE CHAMBER

THE ending of the war has brought the Americanization program of the National Government once more into the foreground of public notice, and the United States Bureau of Education in an appeal to the States for cooperation with the National authorities asks that an extensive, intensive campaign for the Americanization, through education especially for non-English speaking, foreign born adults be immediately inaugurated.

The San Francisco Chamber of Commerce through its Americanization Committee has been actively engaged for several months in preparing a ground work for future activities, and is working in conjunction with the San Francisco School Department which is striving under the handicap of a limited appropriation and inadequate facilities to provide suitable accommodations for the large number of aliens who have signified a desire to attend the public evening schools where foreign classes are held.

School Classes Available for Foreign Born

The committee has sent over seven hundred letters to prospective students, urging their prompt acceptance of the opportunity to become American citizens and has asked the employers of these embryo Americans to take a personal interest in them and give encouragement and advice where needed to help them in their progress.

In some Eastern communities where Americanization has progressed beyond the preliminary stage, classes have been started in many of the large plants, and workers who do not speak or understand English are required to attend on the employers' time. That results amply justify this radical departure from established custom, is shown by the increased intelligence, understanding and earning capacity of the student to say nothing of his added worth in service and loyalty to his employer. The progressive business man cannot afford to disregard the high value of this great educational work which will help in solving

some of the many problems of employment, will bring the workers and his employer to a better understanding and insure a mutual gain to both parties.

In some of the larger local establishments are employed steadily many non-English speaking foreigners who would gladly avail themselves of the opportunity to study the common language, and eventually apply for citizenship. The heads of these institutions as a matter of sound business principle, as well as a patriotic interest in the upbuilding of a free-thinking, independent American electorate, should take the initiative in inaugurating at once the system of plant class education which months of trial has proven to be productive of astonishing results.

Proper Direction Will Make Real Americans

Education in American ideals of freedom and self government not only improves the capacity and intelligence of the worker but takes him away from those false leaders with their doctrines of disloyalty, sabotage and violence who recruit their following from the depraved, the idle and the ignorant. Thousands of our foreign born, cut off from association with their fellow citizens blindly follow such leadership as it is for them the only avenue which leads to friends and companionship. They must not be permitted to remain long in ignorance of the happiness which will be theirs when in their first glow of pride as adopted sons of this great Republic they grasp the full meaning of that liberty of thought and action which is the heritage of all Americans.

To MEMBERS *of the* San Francisco Chamber *of* Commerce *and to* VISITORS *to* San Francisco *from* other parts *of the* United States *and from* Foreign Countries

The offices and departments of the Chamber are at your disposal. The officials of the Chamber are desirous of rendering the greatest service to members and guests—courteous treatment and effective results are the important aims of the departmental staffs.

Following is a list *of the* departments:

Charities Endorsement	Membership	Legislative
Foreign Trade	Placement	Marine
Industrial	Grain Inspection	Publicity
Information	Grain Trade	Transportation

THE foregoing articles are intended to exhibit the ideas and purposes of and the service which can be rendered by the San Francisco Chamber of Commerce.

The "Activities" is the official means of transmitting messages to the members. The standard size of the regular edition is eight pages but this is at times augmented in order to carry extra and timely data. The text of the few pages following exemplifies but a part of what is weekly sent to the members and is submitted in conjunction with this special edition so that there will be no interruption of service.

Opportunities for Foreign Trade

2067. Quillabamba, Cusco (Peru). Party desires to communicate with exporters of laboratory utensils for mining chemistry. Would also like to receive catalogues of tropical agricultural machinery.

2068. Johannesburg (South Africa). Merchant desires to communicate with importers and exporters desiring representation in that country.

2069. El Paso, Texas. Established firm desires to get in touch with importers of cotton seed cake.

2070. San Jose (Costa Rica). Established firm desires to communicate with importers and exporters desiring representation in Costa Rica.

2071. Santiago (Chili). Firm desires to communicate with importers and exporters desiring representation in Chile on commission basis.

2072. Amsterdam (Holland). American firm represented in Holland desires to secure the exclusive agency for Holland for dried fruits, especially apples, prunes and apricots.

2073. Hongkong (China). Established import and export house desires to communicate with local firms desiring to extend their business in China.

2074. Beyrouth (Syria). Merchant wishes to communicate with importers and exporters desiring to enter into commerce with Syria.

2075. Milan (Italy). Advertising firm in Milan is anxious to get in touch with advertising firms in this city for the purpose of mutual benefits.

Opportunity for Representation in Europe

A San Francisco firm, composed of well known business men, is about to open offices in France, England, and Italy. A representative will leave shortly for these countries, who is an experienced man understanding the customs and languages. They desire to represent San Francisco firms interested in placing California products in those countries. Those interested can address the Foreign Trade Department.

Trade at a Glance by Bradstreets

SAN FRANCISCO

Wholesale and Jobbing Trade—Good.
Retail Trade—Good.
Manufacturing and Industry—Active.
Collections—Fair to Good.

PORTLAND

Wholesale and Retail Trade—Good.
Manufacturing and Industry—Fair.
Collections—Good.
Lumber—Marked improvement.

SEATTLE

Wholesale and Jobbing Trade—Substantially increased.
Retail Trade—Good.
Manufacturing and Industry—Good.
Holiday Trade—Excellent.
Collections—Better.

SPOKANE

Wholesale Trade—Satisfactory.
Retail Trade—Good.
Collections—Favorable.
Manufacturing—Quiet.

LOS ANGELES

Wholesale and Jobbing Trade—Good.
Retail Trade—Fair.
Manufacturing and Industry—Fair.
Collections—Good.

To Study Conditions in the Far East

The Foreign Trade Department had the good fortune to meet Mr. John A. Fowler, Trade Commissioner of the Department of Commerce, who left for Singapore. Mr. Fowler is going to the Straits Settlements and Federated Malay States to study conditions and report on opportunities for American business men. Mr. Fowler is a native of San Francisco and has lived in the Orient for twelve years. Undoubtedly his visit will result in great benefit to American merchants and manufacturers and is an evidence of the far sighted policy of the Bureau of Foreign and Domestic Commerce.

Business Opportunities

B. R. Townely, c/o Hotel Endicott, Joplin, Mo., desires to get in touch with San Francisco firms handling green and roasted coffee.

S. Spencer, 328 Seaboard Building, Seattle, Wash., is in the market for furnaces for heating apartments and dwellings.

Aaron Romansky, 3924 Vermont Street, San Diego, Cal., is in the market for liquid stone polishes, ammonia, witch hazel, extracts, etc.

Geo. Smith, Box 607, Carson City, Nev., is in the market to dispose of old newspapers.

Mrs. A. B. Ronzone, Box 194, Manhattan, Nev., is in the market for candies, dry goods and notions, wholesale.

Faerstein Bros., 2346 Thomas Street, Chicago, Ill., is in the market to dispose of used wine and whiskey barrels.

Natwill Co., 105 Hudson Street, New York City, desires to get in touch with oil brokers in this city.

Hygeia Respirator Co., 32 Monroe Street, Passaic, N. J., desires to make arrangements with an agent to handle a respirator mask in this market.

Mrs. L. Fitzgerald, 605 E. Washington Street, Los Angeles, Cal., is in the market for Delight sand soap.

Robert C. Cornett & Co., 1642 Arapahoe St., Denver, Colo., is seeking a market for ground mica.

Bids will be opened by the Zone General Supply Depot at Fort Mason on January 9th for miscellaneous supplies including electrical supplies, paint, waste, chain, duck canvas, etc.

Bids will be opened by the General Purchasing Officer of the Panama Canal, Washington, D. C., on January 13th for supplies under classifications 1 to 32, inclusive.

Bids will be opened by the Zone Supply Officer at Fort Mason on January 16th for fresh beef.

Bids will be opened by the Zone Supply Officer at Fort Mason on January 20th for quartermaster supplies including bolts, bars, chisels, blades, drills, hatchets, nails, pliers, screws, cotton waste, wrenches, etc. Details and specifications are on file in the Exchange Hall of the Chamber of Commerce.

Placement Bureau

1276. Discharged soldier wishes clerical position. Best of references. Full charge or assistant.

1277. I will go any place for reputable concern who has honest merchandise for sale, and prefer a job where salary is regulated by the sales record.

1278. Advertising manager—one who has done "his bit" in uniform. For several years previous to the war determined and expended annual appropriations of from $60,000 to $100,000 in all forms of advertising for large local corporations. Details and references upon request.

1279. Young man, good personality, energetic, age 38, single, wishes position with reliable house, 9 years experience as accountant, bookkeeper and correspondent, 3 years as salesman, wholesale. Will demonstrate ability and start at reasonable salary. Connection desired at once or by February 1st.

1280. China, Manchuria, Siberia—export-import man with thorough knowledge of the Russian language, experienced in the mentioned countries, desires position as traveling representative. Has a string of first-class business acquaintances who offer big trade opportunities to the Pacific Shores.

1281. Young man lately discharged from U. S. Army Air Service, wishes position in the live stock or grain business. University of Nebraska agricultural course to my credit, and 4 years experience as manager for a large agricultural proposition. 16 months experience in the live stock commission business.

1282. Young attorney, lieutenant in army, graduate Indiana University School of Law, member of Bars of Indiana Supreme Court and Federal Court for District of Indiana with five years active practice, desires to become associated with law firm in city, with chance of becoming junior partner.

1283. Young man just honorably discharged from army, 1st lieutenant of Engineers, wants position as superintendent of land or townsite company, or civil engineer. College education, 15 years experience, townsite work, irrigation, railway, manager of cattle concern.

1284. With several years experience in semi-executive and executive positions. Capable of taking charge of office and developing maximum efficiency at minimum expense, installing such cost accounting systems as are necessary to show proper results.

SAN FRANCISCO
CHAMBER OF COMMERCE ACTIVITIES

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Merchants Exchange Building
465 California Street, San Francisco

For what you want to know
Call Kearny 112

Marine Department

The grand total net tonnage which arrived at the port of San Francisco in 1918, steam and sail, amounts to 5,440,473 tons in comparison with 7,075,553 tons which arrived in 1917. In view of the fact that the ships Harvard and Yale, the Great Northern and Northern Pacific were taken off the coast (these ships alone would have increased the total tonnage 1,114,640 tons) also many other vessels of large tonnage, this has been a big year for the port. The above tonnage includes only ocean going vessels.

With 10,000 bales of New Zealand wool on board, the British Steamer Kurow left Wellington, December 23rd, for this city. This is the first shipment of New Zealand wool to arrive here in three years.

Steamer Colombia arriving here last week from Oriental ports brought 4,614 tons cargo, some of the principal cargo brought were 772 tons cocoanut oil (in bulk), 596 cases cigars, 8,095 bales hemp, 7,326 bags sugar, 10,951 ingots tin, 1,520 bags rice, 1,525 bags coffee and large shipments of ore, fresh fruit, pineapples, tea, etc.

The East Asiatic M/S Jutlandia, under charter to the Pacific Mail S. S. Co., arrived here on December 31st from Calcutta via Manila with 8,333 tons cargo, which included 4,092 bales gunnies, 792 bales bags, 898 barrels cocoanut oil, 42,219 bags linseed and 13,200 pieces lumber.

The Nippon Yusen Kaisha Steamer Tsushima Maru, consigned to Dodwell & Co., enroute from the Orient to New York, called here to discharge part cargo and replenish bunkers. Amongst the items of freight landed were 2,000 bags peas, 2,000 cases peanut oil, 1,000 bags beans, 2,700 tubs shoyu, 950 tubs soy, 168 cases porcelain and 40 casks crockery.

Dockets—San Francisco District Freight Traffic Committee

Docket 699. Molasses, Black Strap, carloads. Proposal to establish commodity rate of 10 cents per 100 lbs. from San Francisco and 20 cents per 100 lbs. from Crockett to Conner, Cal.

Docket 700. Manganese Ore. Proposal to add sampling in transit rule to Item 1394-B, Countiss' Tariff 3-M, applying from Pacific Coast Terminals and Intermediates to Eastern Defined Territory.

Docket 701. Broilers, Wrought Steel, with Charcoal Burners, carload. Proposal to reduce rates from Eastern Defined Territory to California Terminals and Intermediates.

Docket 704. Crude Gypsum and Gypsum Rock, carload. Revision of Commodity Rates—General. Subject docketed for discussion to give all interested parties an opportunity to express their views upon adjustment authorized by Freight Rate Authority No. 2528, November 29, 1918.

Docket 705. Cotton and Cotton Linters, in bales, carload. Proposal to increase rate from $1.20 to $1.25 per 100 lbs., from California Terminals and Intermediates to points in Groups E to J, inclusive, Eastern Defined Territory.

Docket 706. Cotton and Cotton Linters, carload. Proposal to revise transit rules on shipments moving from California Terminals and Intermediates to Eastern Defined Territory.

Docket 716. Gypsum, Crude or Land Plaster, carloads. Proposal to cancel commodity rates from Gypsite to San Francisco, Oakland and San Pedro, Cal.

Docket 721. Refrigeration—Refund of the Initial Icing Cost to Shippers when Ice is supplied by them on shipments of Fresh Meats and Packing House Products. To apply via all Federal controlled lines on the Pacific Coast.

Distinguished Dutch Steamship Men in Town

The Foreign Trade Department had the pleasure of meeting Messrs. H. L. Bekker, Managing Director of the "Rotterdam Lloyd" Royal Mail Line of Rotterdam, and P. E. Tegelberg, Managing Director of the Stroomvaart Maatschappy Nederland of Amsterdam. These distinguished gentlemen representing the largest Dutch steamship interests are visiting San Francisco in the joint interest of service with the Dutch East Indies.

"American Ships Bring American Prosperity"

KNIGHT-COUNIHAN PRINTING CO., S. F.

SAN FRANCISCO
CHAMBER OF COMMERCE ACTIVITIES

Vol. 6 — The Commercial, Financial, Industrial and Governmental Metropolis of the Pacific Coast — No. 3

EVERY THURSDAY—JANUARY 16TH, 1919

CHAMBER OF COMMERCE OF THE UNITED STATES ON INDUSTRIAL RELATIONS

At the recent conference of the War Service Committees of the Chamber of Commerce of the United States held at Atlantic City, declarations of principle were made upon several questions of industrial importance, among which were the following:

1. Labor and capital are partners, not enemies; their interests are common interests, not opposed, and neither can attain the fullest measure of prosperity at the expense of the other, but only in association with the other.

2. The purpose of industry is quite as much to advance social well-being as material well-being and in the pursuit of that purpose the interests of the community should be carefully considered, the well-being of the employees as respects living and working conditions should be fully guarded, management should be adequately recognized and capital should be justly compensated, and failure in any of these particulars means loss to all.

3. Every man is entitled to an opportunity to earn a living, to fair wages, to reasonable hours of work and proper working conditions, to a decent home, to the opportunity to play, to learn, to worship, and to love, as well as to toil, and the responsibility rests as heavily upon industry as upon government or society to see that these conditions and opportunities prevail.

4. Industry, efficiency, and initiative, wherever found, should be encouraged and adequately rewarded and indolence, indifference, and restriction of production should be discountenanced.

5. The provision of adequate means for uncovering grievances, and promptly adjusting them, is of fundamental importance to the successful conduct of industry.

6. The most potent measure in bringing about industrial harmony and prosperity is adequate representation of the parties in interest; existing forms of representation should be carefully studied and availed of in so far as they may be found to have merit and are adaptable to the peculiar conditions in the various industries.

Dun's Review

The new year opens with much of the confidence restored, which has been lacking since the signing of the armistice and general trade manifests a more steady tone than has been apparent for months.

Christmas trade among retailers has exceeded the most sanguine expectations even though restricted to a degree by short stocks. In face of confined buying prevalent for some time and the large amount of merchandise moved during the holiday season, local jobbers and wholesalers of dry goods, notions, etc., feel assured of the early return of a more brisk trade. Prices on practically all commodities remain firm and the feeling here is strong that there will be no material recession for some time.

This feeling is evidenced by orders now being placed by small dealers in this market who are buying in larger quantities than has been the custom of late.

Distribution of lumber and building material supplies shows little activity. Removal of restrictions on domestic and foreign shipments has had little effect and the market continues subservient to demand. District yard stocks are reported very low which is the result of restricted buying which has been the practice for some months. Some of the mills are reported shutting down temporarily to make needed repairs and to clean up and this has had a tendency to somewhat relieve the labor situation. Prices, in this department, remain firm and dealers generally do not believe there will be any decline as long as wages are at present level, without mills actually taking a loss.

The tourist season is at its height and there are a great number of visitors in San Francisco. The hotels are full and there is no sign yet of any let up.

The California fish pack for 1918, according to figures now available, was 1,075,000 cases compared with a total of 1,023,000 cases for 1917.

Total of imports and exports for 10 months for the current year is $390,989,631 compared with a total of $400,349,320 for the year of 1917 (12 months.)

Merchant Marine Recruiting Agencies

Two thousand special recruiting agents for the Merchant Marine, representing all the states, have notified the United States Shipping Board of their desire to continue their work for the Government under peace conditions, the Board announced today.

During the war the Board had more than 6,000 recruiting agents, stationed at drug stores, who served for $1.00 a year, and signed up 35,000 volunteers for service on merchant vessels. The United States Shipping Board recently asked each of these agents if he wished to continue recruiting on a permanent basis, with the result stated.

The Board has asked the 2,000 "standbys" to send in an average of a man each in the next two weeks—that is, a total of 2,000—to take the place on its training ships of apprentices recently graduated and shipped out for deep-sea service.

The recruiting agents report renewed interest in the Merchant Marine and its opportunities since the Army and Navy began releasing men as a result of peace.

Information has been received from the United States Shipping Board that many of the officers and enlisted men of the American Expeditionary forces in France are considering the possibility of future service in the Merchant Marine, and are asking for the latest estimate of men needed by the Board to man the ships planned under the revised peace building schedule.

Price of Nitrate Set by Department of Agriculture

The Secretary of Agriculture has announced that, under the authority of Section 27 of the Food Control Act and subsequent legislation relating thereto, the Department of Agriculture during the coming season would offer nitrate of soda for sale to farmers for fertilizer use. The nitrate will be sold for cash at cost. The price to the farmers will be $81.00 per short ton, free on board cars at the loading point or port. In addition the farmer will have to pay the freight charges to unloading point and any incidental expenses that he may himself incur in connection with the delivery of the nitrate.

Robert Dollar Honored

Captain Robert Dollar, of San Francisco, was yesterday (January 7th) elected a director of the Asia Banking Corporation, whose New York offices are at 66 Liberty Street. Among the stockholders of the Corporation are the Guaranty Trust Company of New York, the Bankers Trust Company, the Mercantile Bank of the Americas, the Anglo and London Paris National Bank of San Francisco, the First National Bank of Portland, Oregon, and the National Bank of Commerce of Seattle, Washington. Branches of the Corporation in the Far East will be opened at Shanghai, Peking, Tientsin, Hankow, Harbin and Vladivostock.

Chamber Urges Members to Assist Mask Wearing Ordinance

On Friday, January 10th, the Chamber of Commerce at the request of the Citizens Health Committee and the San Francisco Board of Health sent a letter to its entire membership requesting that all members ask that masks be voluntarily worn in their places of business prior to the passage of the ordinance by the Board of Supervisors and also befor the ordinance could go into effect. Since that date many letters have been received from members, who are large employers, stating their pleasure at the action of the Chamber in this respect and promising hearty cooperation.

The Chamber of Commerce further urges its members to assist in every way in carrying out the terms of the ordinance, which has been passed by the Board of Supervisors and which becomes effective Friday, January 17th.

California Alumni Association Establishes Bureau of Occupations

A Bureau of Occupations has been established by the University of California Alumni Association with headquarters in Room 201, California Hall, Berkeley. The object of the Bureau is to aid university trained men and women released from war activities to find places in civilian occupations. A registration is now under way. Within the next thirty days numbers of highly trained technical and professional workers will be available. Each registrant must have completed at least two years of university work.

A confidential investigation is made into the record of each applicant. Recommendations from the Bureau will not be made until the character, training and ability of the candidates are fully established. All of the facts which can be gathered will be studied with reference to the fitness of the applicant for a particular job.

The Bureau of Occupations makes no money. It is supported by the California Alumni Association. It has but one object—the right man in the right place. Homer Havermale, Secretary of the Association is in charge of the Bureau. He is cooperating with the Chamber of Commerce Placement office and will receive calls through the Chamber's organization.

It is hoped that the Alumni Bureau of Occupations will become permanent and that it may in the future provide a reservoir from which employers may draw educated young men and women with which to build up their personnel.

Cables and Cable Censorship

The Foreign Trade Department of the San Francisco Chamber of Commerce is in receipt of the following letter from the office of the Chief Cable Censor, Washington, D. C.

"In reply to the telegram, which you forwarded to this office, I desire to point out, in some detail, the present status of Cable Censorship.

According to the terms of the armistice, blockade conditions are to be maintained unchanged. These conditions are looked upon by the Allied Governments and by the United States as effecting a blockade, first, against enemy territory and, second, against enemy trade and enemy firms, wheresoever located.

Furthermore, it must be remembered that the Trans-Pacific cable and the Russian-Siberian landlines offer a method of communication direct to Germany, subject only to interference by the United States at San Francisco.

Bearing in mind these circumstances, U. S. Cable Censorship has already approved and will continue to approve every relaxation in the severity and burdens of censorship, consistent with an effective blockade of enemy territory and enemy firms. The use of private codes is not consistent with this present purpose of censorship and therefore cannot be allowed. It is fully realized that the prohibition on the use of private code is a costly burden to cable users, and you are assured that the prohibition will be removed the very minute that the exigencies of the situation permit.

This office is, of course, cognizant of the continued congestion on the Trans-Pacific cable. Commercial radio traffic is now handled between San Francisco and the Orient, and between Hawaiian Islands and all points, and it is hoped that the opening of this circuit will materially reduce, if not wholly relieve, this congestion.

Effective January 1st, the regulations of censorship were amended so that any person or firm in the United States, who did not already have a registered cable address, might register one such address direct with the telegraph and cable companies.

This office proposes to extend the list of 10 codes authorized for use in cablegrams and, with this end in view, is consulting the United States Chamber of Commerce, various commercial organizations, and the foreign censorships involved. Definite announcement concerning the extension will be made by the telegraph and cable companies and through the press.

This office fully appreciates the fact that a great many American merchants anticipated early discontinuance of censorship, following cessation of hostilities, but it also believes that, on careful thought the average American merchant would not favor, before the peace conference has even convened, a letting down of the bars which now so effectually restrict the activities of enemy interests.

U. S. Cable Censorship at all times welcomes the opportunity to explain any misunderstandings that arise and will be glad to give prompt attention to any future inquiries which you, or the San Francisco Chamber of Commerce, may desire to make."

Trans-Pacific Mails

The following sailing dates and closing times of Trans-Pacific Mails are based on the latest information furnished by steamship companies. They are subject to change on notice. Paper mail for Hawaiian and Philippine Islands closes one hour earlier than time given.

Destination	Steamer	Leave	Date	Ordinary Mail Closes Ferry	Registered Mail Closes Ferry
Australia & W. Australia	Ventura	S. F.	Feb. 4	11:30 am	11:00 am
New Zealand	Makura	Seattle	Feb. 5	9:20 am.Feb.3.	8:00 pm.Feb.2.
China & Japan	Canada Maru	Seattle	Jan. 19	9:20 am.Jan.17	8:00 pm.Jan.16.
	Shinyo Maru	S. F.	Jan. 22	9:30 am	9:00 am
Hongkong	Canada Maru	Seattle	Jan. 20	9.20 am.Jan.18.	8:00 pm.Jan.17.
	Shinyo Maru	S. F.	Jan. 23	10:30 am	10.00 am
Hawaii	Shinyo Maru	S. F.	Jan. 23	11:30 am	11:00 am
Manila, P. I.	Shinyo Maru	S. F.	Jan. 23	11:30 am	11:00 am
Str. Settlements	Canada Maru	Seattle	Jan. 20	9:20 am.Jan.18	8:00 pm.Jan.17.
	Shinyo Maru	S. F.	Jan. 23	10:30 am	10:00 am
Dutch E. Indies	Canada Maru	Seattle	Jan. 19	9.20 am.Jan.17.	8:00 pm.Jan.16.
	Shinyo Maru	S. F.	Jan. 22	9:30 am	9:00 am
Tahiti	Moana	S. F.	Feb. 21	8:30 am	8:00 am

[Advertising Club States Program

The Chamber of Commerce is pleased to submit herewith through the columns of the Activities the following statement of the "Aims and Purposes" of the San Francisco Advertising Club.

"The recent election of officers and directors of the San Francisco Advertising Club leads to an interesting statement from the incoming executives of the definite functions of the Advertising Club in community affairs.

As its name indicates, the Advertising Club assumes jurisdiction over the ethics of advertising, planning through its several departments to blaze the way for the national "Truth" emblem; to correct the evils of advertising; to prevent fraudulent solicitation of advertising and to protect the business interests of the city from the inroads of various advertising schemes; to take action through its Better Business Bureau against fraudulent stock flotations, or other questionable promotion schemes which use advertising either in the public press, through the mails or all other advertising mediums, and to bring about an honest distribution of merchandise as between distributor and consumer.

The Advertising Club is intimately interested in all matters of civic betterment, in the improvement of the harbor, the development of foreign trade, the establishment of American trade marks in foreign marts, in every activity of the Chamber of Commerce and all other civic bodies and will lend the weight of its opinion and active support in all such matters where advertising is one of the factors of progress.

In matters pertaining to advertising, in all of its widest ramifications, the Advertising Club stands as sponsor and servant to the public weal."

Red Cross Publicity Department Expresses Appreciation

The following letter directed to the San Francisco Chamber of Commerce "Activities" contains the thanks of the Director of Publicity of the San Francisco Chapter of the Red Cross for assistance rendered through the columns of the "Activities":

"I am instructed by the Executive Committee of the recent Red Cross Christmas Roll-Call to tender their appreciation of the aid given by you in bringing such gratifying results.

More than 150,000 memberships were enrolled during the week, despite several discouraged handicaps, such as the influenza menace, holiday shopping and unfavorable weather. This splendid showing is due in large part to the publicity generously donated by the press of San Francisco."

SAN FRANCISCO CHAMBER of COMMERCE
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FOR WHAT YOU WANT TO KNOW
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Lyons Sample Fair

The Foreign Trade Department of the San Francisco Chamber of Commerce is advised that the annual Lyon's Fair will be held from the first to the fifteenth of March, 1919, and there is an excellent opportunity for the displays of American manufacturers. Exhibitors may rent one or more stands. The area of each being about 20 square yards, the cost of which is 600 francs, or exhibits may be placed in the official stands of the American Consulate, operated under the direction of the United States Government, for a fee of Twenty-five Dollars (about 135 francs).

In the event it is not found possible to exhibit as above, catalogues may be placed in the Consular stands free of charge. To give an idea of these affairs it is stated that in the 1918 Fair there were 3,182 exhibitors and the business transacted reached the extraordinary figure of 750,000,000 francs.

The American Chamber of Commerce in France is taking keen interest in the Fair and urges American firms to take advantage of the opportunity. Further information can be procured from the Foreign Trade Department.

Restriction on Rice Removed

The Foreign Trade Department of the San Francisco Chamber of Commerce has been advised by the War Trade Board, that all restrictions in regard to the importation or exportation of rice have been removed. This will permit importing rice for domestic use or for reshipment to Latin-America.

Neutral Ships May Now Be Chartered

The Foreign Trade Department of the San Francisco Chamber of Commerce is advised by the Shipping Board that neutral vessels may now be chartered on time charters the same as before the war.

Mexico Adopting New Policies

That Mexico is desirous of putting its financial and commercial affairs on a modern basis is evidenced by the proposed new banking law which will endeavor to establish sound principles and safeguard the public against losses. The development of the petroleum industry, proper conduct of railroads, steamship lines and other businesses is sought by the Mexican Government.

Permission is also asked by the Chamber of Commerce of Tampico that free circulation of American bills, orders, letters of credit, drafts and checks against American banking institutions be allowed on account of the scarcity of fractional currency.

Cuba Calls on Pacific Coast For Flour

The Foreign Trade Department of the San Francisco Chamber of Commerce has received the following communication from the local representative of the U. S. Shipping Board:

"We understand that there is an urgent appeal from the Cuban Government for early movement of about one hundred and sixty thousand barrels of flour to be shipped from United States prior to February first. This will, doubtless, be of great interest to the flour trade and we would be glad if you would inform shippers accordingly. We may add also that the Shipping Board has available sufficient wooden steamers to carry such portion of this business as Pacific Coast merchants may be able to obtain or arrangements may be made for the Shipping Board to carry the flour at a flat rate per ton."

Good News For San Francisco Importers

At a meeting arranged by the Foreign Trade Department of the San Francisco Chamber of Commerce today between San Francisco importers and Mr. R. P. Alley, Assistant Director of the Import Bureau of the War Trade Board, he gave some very good news. Mr. Alley stated that probably within ten days or two weeks practically all restrictions would be removed from imports and that as soon as peace was signed it would then not be necessary to secure licenses. In the meantime it was expected that the local office of the War Trade Board would soon be in position to issue many licenses here.

The U. S. Shipping Board intimated that very soon there would be several large steel vessels allocated to this Coast for trans-Pacific service.

Advertising Agent Wanted

Well known Oriental commercial magazine wishes to procure a reliable advertising salesman to represent it in this city. Further information can be had from the Foreign Trade Department of the San Francisco Chamber of Commerce.

Opportunities for Foreign Trade

2076. London (England). Large London house desires to get in direct communication with California packers of canned fruits, dried fruits, etc., for the French markets.

2077. Antwerp (Belgium). Agent desires to represent in Belgium, exporters of grain, corn, linseed cake, etc.

2078. Wellington (New Zealand). Firm desires to secure the agency for large printing house for letter heads, envelopes, etc. Also desires to communicate with manufacturers of parchment paper.

2079. Hazleton (Pennsylvania). Large iron and steel company desires to get in touch with firms interested in the export of grey iron castings, brass and bronze castings and centrifugal pumps.

2080. Chicago (Illinois). Manufacturers of steel bars wishes to communicate with iron and steel exporters of this city. Are in a position to make immediate shipment.

2081. London (England). Manufacturer desires to get in touch with firms in this city interested in the importation of life-floats, suitable for steamers and sailing vessels.

2082. Valparaiso (Chile). Established import house wishes to represent in Peru, Bolivia and Chile exporters of machinery, oils, paints, etc.

British Government Relaxes Restrictions

The Foreign Trade Department is advised by the British Consul-General that "Restrictions on manufacture, imports and exports are already largely relaxed. Removals of control of materials, etc., occur daily. There are good prospects for export trade, as far as to tonnage permits, and except in the case of industries which have been most gravely disorganized by war necessity, it is expected that British manufacturers will be able to meet practically all demands shortly. Control over prices is being maintained as far as necessary in order to stabilize market. No forecast of entire relaxation is at present possible. Materials not available freely include wire rope, steel wire, tin plate, railway materials, shipbuilding material. There is at present for sale a quantity of material which has been used for war purposes, such as aeroplanes, woolen goods, metal work of various kinds of materials, sulphuric acid, etc."

Charities Endorsement Committee

WARNING

Discharged soldiers in uniform are peddling "Victory Posters" round town, stating that the proceeds are to help injured soldiers, or for the benefit of the Red Cross, or some object appealing to the benevolence and patriotism of the person solicited.

The poster is a shield in red, white and blue, bearing at the top of the shield the word "Victory" and stock cuts of President Wilson and the Allied Commanding Generals are inserted, and is sold for twenty-five cents.

One man is under arrest for this scheme and another arrest is possible.

The daily papers will undoubtedly give publicity to the case when it comes up for hearing.

This department was called up by several members who were approached, and the department placed the matter in the hands of the proper military authorities.

The end of the war and return of our men will be made use of by the "busy boys" to hatch out some most appealing propositions.

At no previous time has the opportunity presented itself so alluringly to the patriotic, charitable "workers" for funds, as the present, and members will do well to scan thoroughly every appeal made to them on these lines.

Members advising this department of appeals made to them will materially assist in putting a stop to a lot of wasteful, fraudulent and unnecessary requests for donations.

No worthy appeal ever was, or ever will be, harmed by investigation.

The services of this department are at the disposal of the membership, and can be promptly obtained by calling Kearny 112, and asking for the Charities Endorsement Committee.

Since the above was written, the following appeared in the San Francisco "Examiner" of January 13, 1919, and is reproduced without comment:

Millions Given Charity Stolen

Half $3,000,000 Raised During War by New York Taken by Fraud

New York, January 12.—New York contributed half of the $4,000,000,000 donated for war charities, according to a report of District Attorney Swann, made public tonight. At least $3,000,000 given for war charities were stolen here, the report says.

An amazing amount of gullibility and fraud were uncovered by the investigation of Swann's office into the methods of charity crooks.

A section of the report was written by Assistant District Attorney Kilroe. After referring to the ease with which prominent persons lent their names to so-called charities, "without investigation or judgment," he declared the activities thus easily endorsed by prominent people were "conceived and promoted often by ex-convicts, confidence men, adventurers and social parasites."

Kilroe said that social "climbers" frequently saw an opportunity for social recognition and preferment in the advertisement and popular approval that would follow their "ostentatious patriotism."

"To the various types of apparent respectability, the legal and social outcast attached himself. Thus fortified, he played upon the prestige and public influence so obtained to mulct the patriotic and generous and to waste and dissipate the national benevolence."

Shipping Board Can Name Freight Rates

The Foreign Trade Department of the San Francisco Chamber of Commerce is in receipt of the following advice from the United States Shipping Board in this city.

"To avoid any chance of misunderstanding or absence of advice to parties interested, the Division of Operations is prepared to name freight rates for all overseas trades both outward and homeward also through rates from foreign markets via United States or direct to all world's markets in cargo or part lots also will make forward quotations over the entire year when circumstances warrant, all with the purpose of giving every aid and facility to American commerce and industry with National interests."

New Western Union Rates

The Western Union Telegraph Company has devised a new departure in the sending of messages. In addition to the existing classes, such as the day letter, night letter and fast day message, there is now a new night message rate effective January 1, 1919. This night message service should prove of value, inasmuch as it is possible to use code words, whereas in day letters and night letters only plain English and no code words can be used. Merchants should be interested in securing a schedule of these rates from the Western Union Telegraph Company.

Notice to Importers and Exporters

Import and export firm that is going to send a representative to Latin-America, would like to get in touch with manufacturers of this Coast that desire to enter the export trade.

Marine Department

Power Schooner Knickerbocker arrived here last week from the North Coast having been purchased by the Pacific Commercial Company and will be sent to the Philippines, where the vessel will trade in the future.

The four masted Barkentine Annie M. Rolph was successfully launched from Rolph Shipyard on Humboldt Bay January 4th at 1:30 P. M. This vessel is a sister ship to the Hesperian and Conqueror launched last year from same yards. The vessel has a carrying capacity for 1,600,000 feet of lumber and shortly will be towed to this city where finishing touches will be put on, after which she will be placed on the berth by Hind, Rolph & Company to load for Wellington, N. Z.

Barkentine Makaweli arrived at Adelaide last week from Columbia River with 1,002,164 feet of lumber shipped by Hind, Rolph & Company.

French Bark Col de Villebois Mareuil and the British Steamer Navua are in the port of Wellington, N. Z., loading full wool cargoes for this port. Upon its arrival here it will be transhipped to Eastern markets.

Shipment of 7,663 bags coffee arrived here last week by the Pan-American Line Steamer San Antonio from Central American ports.

Barkentine James Tuft has been chartered by J. J. Moore & Company to proceed from here to Puget Sound to load lumber for Sydney at the rate of $46 per thousand. This vessel has a carrying capacity for 1,400,000 feet.

Steamer West Carnifax arrived in port last week from San Pedro on maiden voyage, having been completed by the Southwestern Shipbuilding Company in 134 working days. The vessel will take on a full cargo here and proceed to New York.

Schooner W. F. Jewett arrived at Melbourne on the 8th inst. from Eureka with 623,958 feet of lumber, and the Steamer Stanwood reached Callao from Grays Harbor carrying 1,200,000 feet.

Standard Oil Company shipped three large cargoes of oil to the Orient last week by the Company's tank steamers.

Steamer Royal Arrow will arrive here about the 25th inst. from Cebu with 11,000 tons cocoanut oil.

Schooners Alert and Planter left here at 8.30 A. M. morning of the 10th for Dunedin loaded with case oil; much speculation is going on among shipping men as to which will arrive at her destination first.

Union S. S. Company's Steamer Navua is on the way from Wellington to this port with 5,000 bales wool, 2,800 sacks hides and 50 tons merchandise.

CONDITIONS IN SIBERIA

The Foreign Trade Department has received so many inquiries as to conditions in Siberia it recently sent a letter of inquiry to the American-Russian Chamber of Commerce in New York which organization is cooperating with the Siberian and American Governments. The questions with their replies are given for the benefit of San Francisco exporters:

Q. Are business men allowed to go to Vladivostock at present? That is, can passports be procured if applications are made in regular form and comply with all requirements?

A. Up to the present time, the State Department has not been inclined to grant passports for American business men for Russia, although in some cases passports have been secured. Passports are being granted regularly for China and Japan and in some cases such passports have been vised by American Consuls in China and Japan for use in Russia. We presume that the attitude of the State Department in regard to Vladivostock is due to the hope that some united action may come out of the Paris Conference and the desire not to emphasize at the present time, the commercial interest of America in Russia.

Q. What is the present situation in Siberia, particularly at Vladivostock? That is are they so settled and governed as to permit business to be conducted or are they under military rule?

A. The information which we have received indicates that the situation in Siberia as far as Irkustk is such that business transactions can be carried on. All goods shipped to Vladivostock direct will be more or less under the control of the U. S. Russian Bureau, Inc., although it is the intention of this Bureau to facilitate private transactions in Harbin. There are many commercial representatives from all nations there engaged in carrying on the exchange of merchandise.

Q. What is the financial situation there? That is, can business transactions be conducted with reasonable safety?

A. As the financial situation in Siberia is complicated by the lack of any standard Russian currency, the larger part of the business is being financed on the basis of the exchange of Russian raw materials for American merchandise, although we understand that the Japanese in Harbin and Dalny are accepting rubles of the former Imperial Russian Government which have a premium value as compared with later issues. The National City Bank is opening an office in Vladivostock. The Guaranty Trust Company has created the Asiatic Banking Corporation for the purpose of establishing branches in the Far East. Business transactions in Harbin and Vladivostock can be conducted with reasonable safety.

Q. Understanding that our Government is anxious to assist Russia and that the War Trade Board is even now taking in various articles which are imperatively required, what is the prospect of steamship service between the Pacific Coast and Vladivostok as soon as conditions permit release of sufficient tonnage from war requirements?

A. The U. S. Russian Bureau, Inc., informs us that they have consigned sufficient steamship tonnage to provide adequate steamship facilities for all immediate demands for cargo purposes. They also inform us that in case the present tonnage is not sufficient that they will allow privately owned vessels to operate between the Pacific Coast and Vladivostock. For the time being, shipments to Vladivostock will be operated by the U. S. Russian Bureau, Inc.

Its Purposes and Functions

The Executive Secretary of the American-Russian Chamber of Commerce conferred with the officials of the recently organized U. S. Russian Bureau, Inc., in Washington to ascertain the exact function and purpose of this new Government organization and to learn in what ways it would be of direct benefit to the members of this Chamber and how the organization could cooperate with the Government in the development of commercial relationships. The following statement presents the important points in connection with the work of this new Bureau.

1. The U. S. Russian Bureau, Inc., is a supplementary organization of the War Trade Board. This Bureau will have complete control and supervision over the regulation and development of Russian-American trade relationship. Its Board of Directors is made up of the personnel of the War Trade Board. Its active manager is Mr. Van Sinderen. All applications either for the importation of Russian raw materials or for the export of merchandise to Russia after being filed with the War Trade Board will be passed upon by this Bureau.

2. The Bureau will not attempt to do any direct merchandising on its own account except in those cases in which it is impossible to work out arrangements for the exchange of American merchandise for Russian raw materials through private firms. The Government does not intend to compete with private interests, but hopes to be of assistance in aiding private firms to develop an interchange of commodities between Russia and the United States.

3. The Bureau has established its own office in Vladivostock—has representatives in Archangel and in the very near future will probably place representatives in the Balkan and Black Sea ports.

4. Shipping: The Bureau will have direct control of all tonnage moving from the United States to Russian ports. Sufficient tonnage has been allocated to the Bureau by the U. S. Shipping Board to take care of any immediate demands for tonnage for shipment to Russia. Three ships have been sent forward from the Pacific Coast to Vladivostock containing largely relief supplies for the Red Cross and some other supplies for the Czecho-Slovaks. For the time being, all shipments of merchandise to Russia will go forward on ships under the direct control of this Bureau.

5. Financing: The chief purpose of the Bureau now is to develop an actual exchange of Russian raw materials for American merchandise. If American firms are importing Russian raw materials, it desires that an equivalent value of American merchandise should be shipped back for distribution in Russia. The Bureau does not intend to accept any responsibility in regard to either the distribution or the financing of American merchandise in Russia, but it bases its functions on the development of a reciprocal exchange of Russian raw materials for American merchandise.

The U. S. Russian Bureau, Inc., has expressed the desire to cooperate to the fullest possible extent with the American-Russian Chamber of Commerce that its members may have an opportunity of developing reciprocal commercial relationships with Russia.

The Bureau advises that its representatives state the following raw materials are among those which can be secured at Vladivostock for shipment to the United States.

Platinum, tin and concentrates, camel's hair, sugar beet seed, hairy vetch seed, bristles, horse hair, antimony metal and matte, salt petre, carbonate of potash, heavy cattle skins, goat and kid skins, calf and kid skins, flaxseed or linseed, sheep and lamb skins, flax fibre, butter, beans and lentils, sulphur, licoriee root, oil cake, horse, colt or ass skins, grass seed, clover seed, millet seed, lucerne seed, fur skins, sausage casings, animal ivory and whalebone.

San Francisco District Freight Traffic Committee—Dockets

Docket 726—Manganese ore and manganese ore concentrates, carload. Proposal to reduce rates from Arizona, California and Nevada points to points in Group J in Eastern Defined Territory.

Docket 727—Tallow, carload. Proposal to cancel all rates that are lower than the rates applying on packing house products between all points in California, Arizona, Nevada and Utah; also between points in these states and other states.

Docket 728—Infusorial earth, fullers earth, soapstone, clay and crude talc. Proposal to increase minimum weight from 50,000 lbs. to 60,000 lbs., California Terminals and Intermediates to Eastern Defined Territory.

Docket 730—Rope, twine, including binder twine, carload. Proposal to reduce rate, Auburn, N. Y. to Pacific Coast Terminals and Intermediates, from $1.37½ to $1.06½ per 100 lbs.

Docket 731—Sheep pelts, pickled or salted, in casks. Proposal to reduce rates and increase minimum weight from Pacific Coast Terminals and Intermediates to Eastern Defined Territory.

Docket 732—Fertilizers, viz: Tankage and dried blood, carload. Proposal to change description in T. C. F. B. Tariff 1-Q, I. C. C. 1048, to read: "Fertilizers taking Class 'E' rating under the current Western Classification, including dried blood and packing house tankage."

Docket 734—Cotton bathing suits, less carloads. Proposal to reduce rate New York to San Francisco from $4.62½ to $3.12½ per 100 lbs.

Docket 736—Bakery goods, less carload. Proposal to cancel exceptions to the Western Classification providing 3rd class rate, less carloads, on bakery goods, leaving the current Western Classification ratings in effect.

Docket 737—Rules covering the furnishing of cars at variance with shippers order at carriers convenience. Proposal to change above rules in all tariffs issued by the Transcontinental Freight Bureau.

Docket 738—Rules covering Follow Lot or Excess of Full Carloads. Proposal to cancel above rules as applying between all points covered by tariffs issued by the Transcontinental Freight Bureau.

Docket 740—(1) boxes, pulpboard, fibreboard or strawboard, plain or waterproof, printed or not printed, K. D., flat in crates, less-carload. (2) boxes, paper, or fibreboard, plain or waterproof, printed or not printed, in crates, carload, minimum weight 24,000 pounds. From Eastern Defined Territory to California Terminals and Intermediates. Proposal to add corrugated fibreboard, pulpboard or strawboard paper boxes, K. D., flat.

Docket 741—Children's vehicles, viz: tricycles, K. D., in boxes, carload. Proposal to reduce rates from Pacific Coast Terminals and Intermediates to points in Eastern Defined Territory.

Docket 745—Sugar of milk, in packages, carload. Proposal to reduce rate Arcata, California, to San Francisco from 49 cents per 100 lbs. to 31½ cents per 100 lbs., minimum 24,000 lbs.

Docket 746—Charge for use of cranes furnished by carriers to load and unload freight. Proposal to charge 5 cents per net ton for use of hand operated cranes and 15 cents per ton for cranes other than those operated by hand.

Docket 747—Plaster, carloads. Proposal to increase minimum carload weight to 40,000 lbs. wherever a lower minimum applies upon commodity rates in this district.

Docket 749—Frozen meats, carload, for export. From California Terminals and Intermediates to New York and other Atlantic Seaboard points. Proposal to add the following note:

"Shipments will be subject to storage-in-transit and freezing-in-transit privileges, as provided in tariffs of individual lines parties to this tariff and lawfully on file with the Interstate Commerce Commission."

Chamber Takes Action With Regard To Train Service

Decision has been reached by the officials of the San Francisco Chamber of Commerce to make a request of the United States Railroad Administration for the return of the Overland Limited Train operating between San Francisco and Chicago to its old schedule of time, equipment and service. It is felt that the situation should now allow the reinstatement of this train and a delegation from the Chamber of Commerce consisting of Robert Newton Lynch, Vice-President and Manager, Atholl McBean, Director of the Chamber; Geo. C. Boardman, Vice-President and Director; Seth Mann, Attorney and Manager of Traffic Department; B. F. Schlesinger prominent member of Chamber and business man of San Francisco called upon Mr. F. E. Batturs, Assistant Passenger Traffic Manager, United States Railroad Administration, and submitted arguments which they hope will result in the favorable consideration of the request that the Overland Limited Train be restored.

In consequence of this interview the following letter has been directed to Mr. Batturs in his capacity as Assistant Passenger Traffic Manager of the United States Railroad Administration over the signature of Robert Newton Lynch, Vice-President and Manager of the San Francisco Chamber of Commerce.

"The San Francisco Chamber of Commerce, responding to the desires and needs of the business community of San Francisco generally expressed by its membership, requests that the United States Railroad Administration restore the Overland Limited Train operating between San Francisco and Chicago to its old schedule of time, equipment and service.

During the stress upon the transportation facilities of the country and for the purpose of conserving equipment and engine power, the time consumed in operating this train between San Francisco and Chicago has been increased seven to nine hours, and the elimination of other passenger service has resulted in the overcrowding of all passenger trains engaged in this service, including the Overland Limited Train This train had come to be relied upon by our commercial community for rapid and convenient service. The interruption of this service has been patiently borne during the existence of the European War, but now that hostilities have ceased, a return to normal conditions, including standard freight and passenger service, should be accelerated.

Director-General McAdoo, on January 3rd last, speaking before the Senate Interstate Commerce Committee, as reported in the public press, said:

"Whatever inconveniences may have resulted to civilian travelers are due entirely to war conditions, and are in no way related to the fact that the railroads were under Government control."

Pursuant to the expressed policy of the Government to restore the conveniences of transportation service enjoyed by the public prior to the time when the exigencies of the war caused their withdrawal, the San Francisco Chamber of Commerce respectfully requests and urges that the former service of the Overland Limited Train be restored, and that after full consideration of the facts you may be able to recommend this restoration to the authorities of the United States Railroad Administration."

BUSINESS OPPORTUNITIES

Chas. T. Storck & Co., 268 Market St., San Francisco, wishes to make arrangements with packers of dried apples, apricots, prunes, raisins, and canned fruits, to pack these commodities under their own label.

Central Commercial Co., 560 Sacramento St., San Francisco, wishes to get in touch with manufacturers of automobile tops.

J. Newton Co., Spokane, Wash., desires to form a fruit and produce brokerage connection in this city.

Harry Law, Box 403, Merced, Cal., is in the market for malleable iron castings.

Luis Alvarez, 511 Higgins Bldg., Los Angeles, Cal., is in the market to dispose of mother of pearl.

H. C. Krueger, Claytonia, Idaho, is in the market to dispose of alfalfa hay and meal.

G. C. Brown, Gazelle, Cal., is seeking a market for a deposit of limestone.

H. W. Davis, Sales Manager, U. S. Copper Products Corp., Guardian Bldg., Cleveland, Ohio, wishes to make arrangements with a local distributor to handle the sale of brass and copper tubing in this market.

Mrs. J. F. Troy, 3rd and Turner Sts., Olympia, Wash., desires to get in touch with wholesale dealers in gensing in this market.

Central Timber Export Co., 1504 Dearborn St., Seattle, Wash., desires to get in touch with shipping corporations in this city.

Rabbit Meat Producers Co., 820 L. C. Smith Bldg., Seattle, Wash., is in the market for tamale supplies.

O. H. Watzig, Myrtle Creek, Ore., is in the market for copra, lemons, oranges, bananas, raisins, nuts, etc.

Deem-Greer Co., Spaulding Bldg., Portland, Ore., is in the market for fibre boxes.

Capital Commission Co., Butte, Mont., is in the market for near-beer and soft drinks.

American Stores Co., 4th and Noble Sts., Philadelphia, Pa., is in the market for creamery butter and eggs in carload lots.

Standard Conveyor Co., North St., St. Paul, Minn., desires to make arrangements with an agent to handle the sale of their conveyors in this market.

John R. Van Ostrand, 915 S. 28th St., San Diego, Cal., is in the market for fancy goods and novelties, wholesale.

Western Com'l & Com. Co., P. O. Box 441, Nogales, Ariz., is in the market to dispose of dried shrimps and dried fish.

PLACEMENT BUREAU

1285. Returning resident of Japan wishes to make connections. A young accountant, former resident of Japan for over 12 years, married, 31 years of age, thoroughly competent to take charge of office, act as representative or buyer in Japan, desires to make connections. Understands the Japanese language and Oriental business methods thoroughly; well acquainted with Japanese merchants of repute. Can make very profitable connections in Orient by direct trade and then place reliable party in touch with promising business in America and Canada. Have A-1 letters of recommendation.

1286. Qualified salesman or sales manager, desires opening with high class firm where salary is dependent upon sales ability and results. Seven years experience automobile and real estate. Good appearance, personality and references.

1287. An experienced man, familiar with corporate affairs, experienced in clerical and secretarial work and in correspondence, wishes a position.

1288. Discharged soldier wishes a clerical position. City or outside of San Francisco. Best of references.

1289. Gentleman having had sixteen years experience in general office work is open for a position.

1290. Young man just discharged from the Service of the United States Government, would like to start in from the bottom of importing and exporting business. References.

1291. Young man just released from the Navy, with banking and business experience, desires position with import and export, or wholesale firm, with future opportunity of salesmanship.

1292. Young man, 29 years of age, ten years in newspaper business as city editor and assistant to manager seeks position in substantial wholesale, retail or shipping firm. Office or warehouse office work of any character, seeks change in employment in hopes of advancement. Educated, accustomed to dealing with public. Married.

1293. Credit manager with twenty years experience in accounting credits and general office management, desires connection with financial institution. Principal consideration an opportunity for construction work. Can thoroughly satisfy as to character, habits and past performance. Age 35, married. Open for immediate engagement.

1294. Traffic man, 12 years experience in wholesale dry goods department store and manufacturing lines, would like a position.

1295. Young man, 25 years of age would like a position as a salesman or clerk in the Orient, willing to start at the bottom and work up either in this country or the Orient in the importing and exporting business.

1296. Young man, insurance map clerk or accountant desires position with reliable firm.

1297. Assistant export manager and Spanish correspondent for Central and South America trade would like to make connection with responsible firm on the Pacific Coast. Business experience in the East; speaks several languages, traveled extensively. Will take position in the United States or representation abroad.

1298. Man familiar with import and export business and custom house work also with six years general railroad traffic experience, desires position with reliable firm or broker. Can furnish very best of references.

1299. Man with export experience would like to get with some well established house with branches in South America.

1300. Accountant and credit man desires permanent position. City or country. Many years experience.

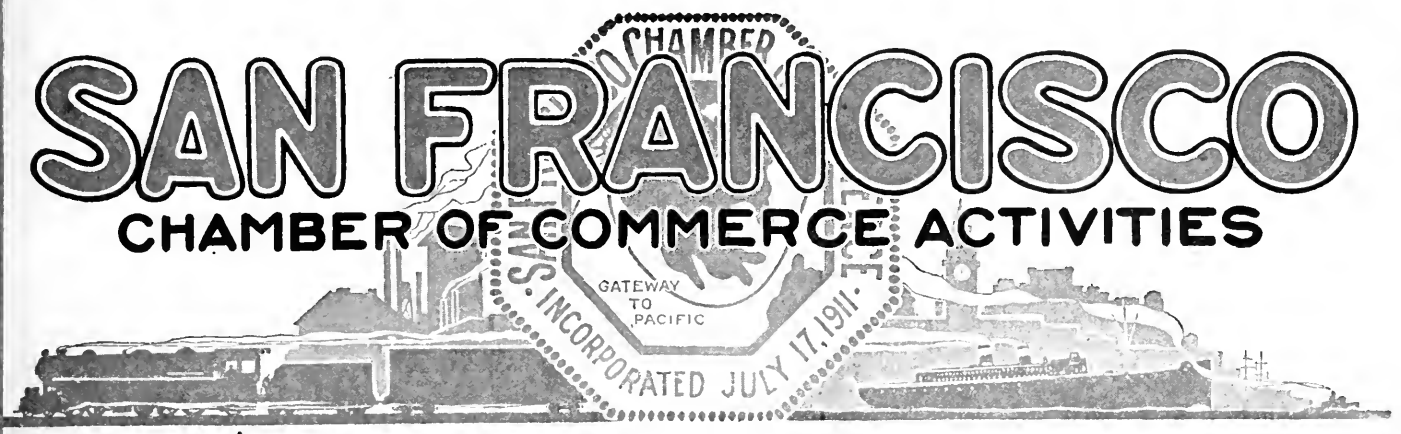
1301. Discharged soldier, formerly Western manager large export company, desires to make an executive connection; any place will be considered.

1302. French citizen honorably discharged from Army, speaking French, English, Spanish, with knowledge of South American life, trade, ranch and forest exploitation, railroad construction, wants a job in South America or like representation of American firms in French Indo China.

1303. Mechanical engineer, recently discharged from U. S. Army, college graduate with 8 years engineering experience wishes executive position with manufacturing concern.

Knight-Counihan Printing Co., 345 Battery St.

SAN FRANCISCO
CHAMBER OF COMMERCE ACTIVITIES



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Every Thursday —— January 23, 1919

Attend Sixth National Foreign Trade Convention

The Sixth Annual Convention of the National Foreign Trade Council will be held in Chicago next April. This convention will deal with Foreign Trade as a Factor in Stabilizing American Industry—problems involving the conversion of war industries to the needs of peace; development of our foreign trade to provide employment for our soldiers, sailors, and war workers; and the formation of a definite policy dealing with the future of our new shipping. In the past these conventions have drawn an increasingly large number of the prominent business men of the country, representing all forms of industry, commerce, finance and transportation. To these will now be added the representatives of labor. In this way the delegates are supplied with a broad view of the business situation, with specific information to meet their individual needs, and with advice and inspiration for the coming year.

The procedure of the Convention will be along the past successful lines: general sessions with prepared papers by the leading authorities, followed by discussion; group sessions, consisting mainly of discussion, in which the special interests of different types of business are treated; individual conferences with Government representatives and trade advisers.

Apart from the business value in attending this convention and the opportunity afforded of meeting business men of all lines of industry and possibly forming valuable connections, San Francisco is particularly interested for the reason that the following convention in 1920 is to be held in this city. If the merchants of this city are to do justice in entertaining and impressing the largest aggregation of leading commercial and financial men of the nation which ever visited the Coast they should go to Chicago and aid by their presence in laying the foundation for the most successful commercial convention ever held in the United States. THOSE INTERESTED WHO ANTICIPATE ATTENDING SHOULD SEND THEIR NAMES TO THE FOREIGN TRADE DEPARTMENT OF THE SAN FRANCISCO CHAMBER OF COMMERCE.

The Name:

Sixth
National
Foreign Trade
Convention

The Time:

April 24th
25th and 26th
1919

The Place:

Congress Hotel
Chicago
Illinois

Dun's Review

Retail distribution of dry goods, notions and wearing apparel lines holds up well and is featured by usual mid-winter sales which are reported meeting with good success. Over-the-counter trade in men's furnishings, hats and kindred lines is active for the period.

In wholesale departments stocks are reported still somewhat broken and there is a shortage of certain items. Prices hold up well, but some lower quotations have been offered and local buyers have asked and received guaranties against loss in the event of a sudden drop in the market, especially on woolen and knitted goods.

Millinery trades continue quiet but efforts to clean up old stocks are meeting with fair success. Local dealers have bought carefully for the Spring and while wholesalers report good inquiry, actual sales are reported somewhat light.

Of considerable import to foreign trade was the recent announcement of a reduction of freight rate to China and Japan to $30 per ton and to $25 per ton for Manila. There is promise of further reductions as congestion is relieved.

Local shipbuilding industry continues active, yards working almost entirely on Government work. There is reported plenty of labor and under the Macy award, wages continue high. Shipbuilders report considerable inquiry for private construction but are not disposed to take on new work, for the present.

There is little to indicate any material abatement of activity in this department for some time to come. The local vegetable market is very quiet due to unusually light receipts caused by recent heavy frosts, which, however, did little damage except to hold back growth. The damage to fruits was very light. The hop market is strong. Recent sales were recorded at 25 cents for 1917 crop and at 31 cents to 35 cents for 1918. The Bureau of Crop Estimates places the California rice crop at 7,333,000 bushels and the value approximately $30,000,000.

San Francisco bank wealth has reached a new high level and the tone of general business continues to improve daily.

The Problem of Harbor Control

As many inquiries are being received by the San Francisco Chamber of Commerce requesting information as to the position which it intends taking in regard to the bill which has been introduced in the Legislature having for its purpose transferring control of the San Francisco Harbor from the State Board of Harbor Commissioners to the Municipality, the Chamber wishes to state that no action has as yet been taken.

For some years just past the administration of harbor affairs has received the hearty commendation of those familiar with the situation and under the present Board of Harbor Commissioners most intelligent direction of its affairs is received. The bill which has been introduced not only transfers the harbor control to the city, but goes into the method of administration in considerable detail and it would be entirely inadvisable for the Chamber to take a position either for or against the measure without a careful analysis of each feature, to determine the effect it would have on the future of the harbor. The subject is not merely one of who shall direct its affairs, but covers the larger question of safeguarding the interests of the port for all time.

The Chamber of Commerce, through its legal department and committees is carefully studying the measure in all of its phases and, speaking for the commercial interests of San Francisco, the shippers and shipowners—in other words—those most vitally interested in the conduct of the port, will in due season submit to the consideration of the Legislators its recommendation on the subject. The position which Assemblyman N. J. Prendergast has taken, namely, that he will not commit himself until after careful consideration of the measure, is entirely in accord with the attitude of the Chamber.

Trade at a Glance by Bradstreets

San Francisco

Wholesale and Jobbing Trade—Good.
Manufacturing and Industry—Active.
Retail Trade—Fair to good.
Collections—Generally good.

Tacoma

Wholesale Trade—Fair.
Retail Trade—Quiet.
Manufacturing and Industry—Unsettled.
Collections—Good.

Seattle

Wholesale and Jobbing Trade—Fair.
Retail Trade—Good.
Manufacturing and Industry—Fair.
Collections—Good.

Spokane

Wholesale Trade—Fair.
Retail Trade—Fair.
Manufacturing and Industry—Good.
Collections—Favorable.

University of California Arranges Important Extension Courses

Courses especially arranged for the training of men and women in business during the post-war period of change and progress have been announced for the new term of the University of California Extension Division by Professor Leon J. Richardson, Acting Director. Classes meet in San Francisco and enrollment may be made either at the San Francisco Extension office at 599 Market Street or at the first meeting of each course.

In cooperation with the Foreign Trade Club, the Extension Division offers a course in the fundamentals of foreign trade which will open Friday evening at 8 o'clock in the Chamber of Commerce Assembly Room, 237 Merchants Exchange Building. Herman Virde, Branch Manager in San Francisco for a large exporting firm, will be in charge. The course will be conducted especially for the benefit of men and women engaged in commercial vocations, but it is open to all others interested in the subject.

Topics to be taken up will include an analysis of the world markets, export policies, international banking, marine insurance, organization of the export office, advertising and mail campaigns, market investigations, etc.

James Lynch, Manager of the Herring-Hall-Marvin Safe Company; will conduct a course in salesmanship for men and women beginning Tuesday evening, January 28th, in the Y. M. H. A. Hall at 121 Haight Street. The class will meet once a week for 15 weeks.

A chemistry class in which elementary and advanced students will be given individual instruction will begin the same evening in room 122 of the Polytechnic High School. Miss Louise Brown is the instructor.

Practical courses in automobile operation and repair begins Friday evening, January 24th, and Tuesday evening, January 28th, at the Polytechnic High School.

A full schedule of extension courses for the new term is soon to be issued.

New Western Union Code Book

A new five letter code book, which is being distributed by the Western Union Code Co., contains some exceptionally new and valuable features. The five letter cyphers make it possible to send two phrases for one full word and are arranged for both domestic telegraphing and cabling. An elaborate index, a comprehensive dictionary of unusual words including Latin phrases in common business use, a check system and a mutilation table, form a part of the valuable contributions to the book.

State Council of Defense Notes

The State Council of Defense received a wire, through the Council of National Defense, an urgent request to inform County Defense Divisions and Community Branches, of the facts about the hundred million dollars land development plan of Secretary of the Interior Lane, in the interest of soldiers, sailors and the country.

He asks for the above immediate appropriation for developing lands by labor of soldiers and sailors. The Secretary declared that labor conditions are already such as to require the creation of employment for discharged men, to avoid distress.

Secretary Lane wants to develop farms by reclaiming arid lands, clearing cut-over timber lands, and draining swamp lands, operating in the south, west and north mainly but also in all suitable localities.

The plan is to pay the men liberal wages to do the above work, and to build houses. The government would supply material, stock the farms, and sell the homes to the men at cost on forty years time, at four per cent interest rate, Congress to determine the cost.

Construction of highways is also involved, in the region to be developed. All such development would stimulate manufacturing, in the various sections, to supply implements and material.

The funds now asked, would, it is calculated, provide for 25,000 farms for development. Delay by Congress would defer work until 1920.

That every dollar expended in this big development project and interest on loan, would be returned as the years go along, asserts the author of the plan, to say nothing of the big results that would follow.

The Women's Committee of the State Council of Defense has passed a resolution endorsing a bill before the legislature of California for the establishment of the Child Hygiene Bureau and its maintenance. The plan is in accordance with the the National Program of Child Welfare.

Among the Members

Arnold F. McD Craig has moved from 556 California Street to 704 Market Street.

Messrs. Stickney & Montague of the Direx-All Addressing Machines are now located with the H. S. Crocker Company, 565 Market Street.

E. A. Canalizo & Company have moved from 149 to 260 California Street.

The name of the firm of John A. Lombard has been changed to J. A. Lombard & Company and their address has been changed from 52 Davis Street to 222 Front Street.

Mr. W. H. Stewart, formerly with the Western Pipe & Steel Company, is now located with the Moore Shipbuilding Corporation of Oakland.

Mr. Horace L. Hill, Jr., has moved from 57 Post Street to 679 Mills Building.

The London Times is opening an office at 701 Monadnock Building.

The Tam Film Company is moving from Hughes Building to 111-113 Golden Gate Avenue.

I. Ichelson Mercantile Company is opening an office at 561 Kearny Street. Also one at 350 Kearny Street.

Clarkson B. Bradford is now associated with Carstens & Earles Company, Inc., as Manager of their new San Francisco office, in the Insurance Exchange Building.

The San Francisco Casket Company will soon erect a new factory building on the East side of Valencia Street near Fourteenth.

Holbrook, Corey Company of New York, Chicago and Philadelphia, have opened offices on the sixth floor of the First National Bank Building, where they will deal in commercial paper.

The Clover Manufacturing Company will shortly open a store in the 500 Block on Howard Street.

Mr. Hires of the Hires Root Beer Company is at present in San Francisco looking for a location for a factory.

Trans-Pacific Mails

The following sailing dates and closing times of Trans-Pacific Mails are based on the latest information furnished by steamship companies. They are subject to change on notice. Paper mail for Hawaiian and Philippine Islands closes one hour earlier than time given.

Destination	Steamer	Leave	Date	Ordinary Mail Closes Ferry	Registered Mail Closes Ferry
Australia and West Australia	Ventura	S. F.	Feb. 4	11:30 am	11:00 am
New Zealand	Makura	Seattle	Feb. 5	9:20 am.Feb.3	8:00 pm.Feb.2
China and Japan	Kamo Maru	Seattle	Jan. 28	9.20 am.Jan.26	8:00 pm.Jan.25
	Fushimi Maru	Seattle	Jan. 31	9:20 am.Jan.29	8:00 pm.Jan. 28
	Mexico Maru	Seattle	Feb. 5	9:20 am.Feb.3	8:00 pm.Feb.2
Hongkong and Straits Settlements	Shinyo Maru	S. F.	Jan. 23	10:30 am	10:00 am
	Kamo Maru	Seattle	Jan. 29	9:20 am.Jan.27	8.00 pm.Jan.26
	Fushimi Maru	Seattle	Feb. 1	9:20 am.Jan.30	8:00 pm.Jan.29
Hawaii	Shinyo Maru	S. F.	Jan. 23	11:30 am	11:00 am
	Enterprise	S. F.	Jan. 25	11:30 am	11:00 am
	Ventura	S. F.	Feb. 4	12:30 pm	12:00 m
Manila, P. I.	Shinyo Maru	S. F.	Jan. 23	11:30 am	11:00 am
	Colusa	S. F.	Feb. 4	11:30 am	11:00 am
Dutch East Indies	Kamo Maru	Seattle	Jan. 28	9:20 am.Jan.26	8:00 pm.Jan.25
	Fushimi Maru	Seattle	Jan. 31	9:20 am.Jan.29	8:00 pm.Jan.28
	Mexico Maru	Seattle	Feb. 5	9:20 am.Feb.3	8:00 pm.Feb.2
Tahiti	Moana	S. F.	Feb. 23	8:30 am	8:00 am

San Francisco Chamber of Commerce Activities

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San Francisco Chamber of Commerce

Merchants Exchange Building
465 California Street
San Francisco

For What You Want to Know —— Call KEARNY 112

Chance for Procuring First Hand Information Regarding Conditions in Scandinavia and Australasia

The Foreign Trade Department of the San Francisco Chamber of Commerce has received advice from the Vice-President of the Guaranty Trust Company of New York that in line with its policy to help develop American overseas commerce and extend the financial facilities whereby American business men may transact direct business with foreign countries, they are sending two expert representatives abroad, one—Mr. N. Falk to the Scandinavian countries of Norway, Sweden and Denmark, and the other—Capt. Lionel Lehmaier to Australia and New Zealand. The invitation is extended by the Guaranty Trust Company to business men interested in foreign commerce with these countries to write direct to these gentlemen in care of the Trust Company at 140 Broadway, New York, stating their immediate desires so they may have an opportunity to serve them to the best of their ability.

Excellent Opportunity to Get in Touch with British Manufacturers

The Foreign Trade Department of the San Francisco Chamber of Commerce through the courtesy of the British Consul-General is advised that the annual British Industries Fair will be held in London from February 24th to March 7th next. About six hundred firms will exhibit samples of china and earthenware, glassware, paper, stationery and printers sundries, printing, fancy goods and traveling requisites, toys and sport goods. Applications for invitations to attend the Fair should be addressed to the British Consul-General, 268 Market Street, San Francisco.

Opportunity for Representation in China

An old established import and export firm sending two representatives to establish and operate a branch in Shanghai, China, would like to hear from manufacturers and others interested in securing representation in the Orient.

To Importers and Exporters

A manager of a branch New York Exporting and Importing Company now located here expects to return to New York City shortly, and would be pleased to get in touch with any firm or firms who are contemplating opening a New York office, with a view to representing their interests.

Warehouse Space Desired

Inquiries have been received at the offices of the Chamber of Commerce by a firm desiring warehouse space in warehouse located on spur track, for the purpose of storing excess stock of crated machine tools.

About 500 to 1,000 square feet is desired.

Foreign Trade Opportunities

2083. New Orleans (Louisiana). Firm, having offices in the West Indies and Mexico is prepared to make collections, etc., for San Francisco exporters.

2084. San Francisco (California). Local manufacturer of trucks and trailers is desirous of making proper export connections.

2085. Manila (P. I.) Manufacturers of ethyl-alcohol desires to get in touch with local importers. Details on file.

2086. Bilboa (Spain). Established Spanish firm desires to represent manufacturers and exporters in the Spanish markets.

2087. San Francisco (California). The Government of Spain has authorized the exportation of 20 million kilograms olive oil, 50 per cent of which is to be shipped to American countries. Their local representative desires to get in touch with local importers desiring to handle this commodity.

2088. New Orleans (Louisiana). Firm desires to communicate with local rice dealers with a view to handling rice in large quantities for export and local trade.

2089. Tortosa (Spain). Agent for syrup Hipofosfitos-Salud, desires to get in touch with local importers, also desires to represent exporters and manufacturers.

Good News for San Francisco

The Foreign Trade Department of the San Francisco Chamber of Commerce, has just received the following from the local office of the United States Shipping Board:

"Pleased to announce board has authorized release all American owned steamers from requisition charters except those in war or other Government service and in the latter case owners are privileged to obtain board steamers of equal tonnage for operating on their own account, stop releasing begins immediately after arrival and completion of present voyage at United States port."

War Board Rules on Second Hand Bags Exported are Relaxed

The Foreign Trade Department of the San Francisco Chamber of Commerce is in receipt of the following advice from the Chamber's Washington representative:

"War Trade Board has announced that regulations are changed whereby second hand coffee and grain bags licensed for export need not subsequently be returned as heretofore."

Improvement in International Parcel Post Service

The Foreign Trade Department of the San Francisco Chamber of Commerce is in receipt of the following letter from the Second Assistant Postmaster-General:

"The Post Office Department is desirous for an exchange of views with exporters who use the international parcel post, looking to improvements and enlargement of this service, and the date of February 11th has been tentatively suggested.

I shall be glad to hear from you on this subject, together with any suggestions as to procedure in the conference and suggestions as to subjects that exporters might desire to discuss. Will you kindly favor me with a reply at an early date."

Here is an opportunity for exporters to make suggestions and the Foreign Trade Department would appreciate receiving any they might have to offer.

Placement Bureau

1304. Mechanical engineer, graduate of Glasgow, and West of Scotland Technical College; 15 years experience. Single. Open for position as master mechanic or installation engineer; mining or industrial plant.

1305. A released sailor wants employment in office or chemical laboratory for several months. College student.

1306. Office manager, age 34, married. Wide experience; wants position with opportunity to realize on merit.

1307. Army officer just discharged, age 28, single, desires position of executive nature, preferably in sales department with enterprising and growing mercantile establishment. Eight years business experience. Thoroughly trained in sales management and advertising and in purchasing and storage of food stuffs, hardware and building materials. Willing to start at a salary below actual worth if given opportunity to demonstrate ability.

1308. Branch manager; five years office and selling experience in China; knowledge of Chinese language and business methods. Willing to accept position outport.

1309. Executive, broad training, A-1 accountant, 10 years experience in leather, lumber and construction lines, desires outside or inside position where results will assure a future. Recently released from Service.

1310. A practical business attorney with plenty of business experience and knowledge of admiralty law, marine insurance, finance and ocean trade traffic, wishes position as assistant in first-class import and export house. Very best of references; age 38; married.

1311. Intelligent young man of 20, capable of acting on initiative and with good general office experience, desires position with future.

1312. Ex-Lieutenant U. S. A., 29 years of age, graduate of Columbia University, New York, desires executive position with export and import house. Highest references; married.

1313. An attorney, 26 years of age, resident of Ohio and recently discharged from the Army on the Coast, desires connection in an executive capacity, with some reliable firm doing exporting and importing. Can produce references to show that he was successful in the practice of law prior to entering the Army.

Other Employment Bureaus

The Chamber of Commerce, through its Placement Bureau, is cooperating with all available agencies which are endeavoring to place returning soldiers and sailors. Among them are the U. S. Employment Service, the Federal Vocational Board (who are interested in the rehabilitation and training of disabled army and navy men) also with the Alumni Bureau of Occupations of the University of California. We have been asked by the last named Bureau to advise through our columns of college trained applicants available for the following positions: electrical, sanitary, mechanical and mining engineers; office executive, college graduate, specialized in economics.

Attention Metal Workers

The Industrial Department of this office is in receipt of drawings and description of a very practical looking pipe wrench which a Northern correspondent is desirous of having manufactured in San Francisco. Any concern equipped to manufacture a tool of this variety may obtain detailed information by applying to the above department.

Marine Department

W. R. Grace & Co. have placed the Steamer Broncho on the berth at San Francisco for New York direct, sailing February 1st. Now receiving cargo.

The Standard Oil Steamer Col. E. L. Drake which has been under operation by the Government on the Atlantic, returned to her home port of San Francisco last week, and will ply out of this port in the coast oil trade. Left here in January, 1917, when she was taken over by Uncle Sam.

The Pan-American Line Steamer Westerner, arriving here January 16th from South and Central American and Mexican ports, brought 416 tons of coffee for local merchants. Vessel leaves out again on January 25th.

After an extraordinary fast trip of 13 days 14 hours from Honolulu, the Alaska Packers Association's Bark Star of Iceland arrived in port on January 17th, bringing a cargo of 80,394 cases of canned pineapples, to the Matson Navigation Co.

The British Steamer Bassano will leave out from this port early in February for Yokohama and Kobe, according to announcement made by Norton, Lilly & Co., the agents.

Luckenbach S. S. Co., Williams, Dimond & Co., Sudden & Christenson, Pacific S. S. Co. and W. R. Grace & Co. will have steamers leaving San Francisco latter part of January and early February for New York direct.

The Pacific Mail S. S. Co. will have three extra freighters leaving here month of February for ports in Japan, China and Philippines. Steamer Eclipse sails early February, Archer middle, and West Vaca latter part of month.

Steamer San Juan arriving here last week from Mexican and Central American ports brought treasure amounting to $501,405.57, 60 flasks quicksilver, 14,242 bags coffee, 575 bags cocoa and a large shipment of tobacco, hardwood, dried fish and various kinds of merchandise.

Schooner W. H. Marston, left here last week for the Columbia River to load lumber for Sydney, being under the charter of Comyn, Mackall & Co., and the Schooner H. D. Bendixsen was towed to Eureka to load for Sydney.

Steamer Enterprise, arriving here last week, brought 120,221 bags sugar, 2,317 bags coffee and a large shipment of pineapples, bananas and general cargo, up from the Islands.

Toyo Kisen Kaisha Liner Shinyo Maru arriving here last week from Oriental ports had aboard 3,993 tons general cargo or 48,064 packages of freight; 18,236 packages go to cities and ports beyond here.

Steamer Bee left this coast on December 29th for Antofagasta, this is the first deep sea voyage this coaster has been called on to make since her construction. Antofagasta is 4,762 miles from this city.

Ship Golden Gate, owned by James Rolph, squared away last week bound to Sydney. The ship being towed to the vicinity of the Farallone Islands by Tug Relief, before the tow line was finally let go, giving the ship a good send off, this is one of the longest outward tows of the season.

Vessel Loading From New York To San Francisco

The Traffic Bureau is advised that the Admiral Sebree will be on the berth at New York on February 1st to receive lading for San Francisco. It is expected that the vessel will leave New York about February 7th. Mr. Hugh Gallagher, General Eastern Agent of the "Admiral Line," at 8 Bridge Street, New York, is in charge of the bookings for this steamer. The rates to be assessed will be those formerly in effect via the Panama Canal route, plus approxiately 25 per cent.

War Time Increases in the Cost of Living

July, 1914—November, 1918

An estimated increase of 65 per cent to 70 per cent in the cost of living between July, 1914, and November, 1918, for wage earners in representative industrial communities in the United States is announced in a preliminary statement made by the National Industrial Conference Board. A complete report containing the evidence on which the conclusions are based will be issued in the course of a few weeks. This supplements a study made in 1918, in which the increase in the cost of living between July, 1914, and June, 1918, was found to have been from 50 per cent to 55 per cent.

The increases in cost between July, 1914, and November, 1918, of the separate items entering into the family budget were.

Food	83%
Shelter	20%
Clothing	93%
Fuel and Light	55%
Sundries	55%

The budget of the average workingman's family, according to careful investigation by government and other agencies, is distributed among the different items approximately as follows: food, 43% of the total; shelter 18%; clothing, 13%; fuel and light, 6%; sundries, 20%. Applying to the percentages of increase up to November, 1918, as indicated by the Board's study, to these respective items, the average increase in the cost of living as a whole is 65.9%.

If food be allocated as much as 45% of the total family outlay, rent and clothing, 15% each, fuel and light, 5%, and sundries, 20%, the increase in the total budget, using the ascertained percentages of increase for the separate items, would be 68.1%. Or, if food be taken as representing 40%, shelter, 20%, clothing, 15%, fuel and light, 6%, and sundries, 19%, the total increase would be 64.9%. With practically any other reasonable arrangement of the budget of the average wage-earner's family the indicated increase in living costs during the war periods is 65% to 70%. For families just at or below the minimum of subsistence level the increase is probably nearer the higher figure.

It should be recognized that no single average will apply to all communities or to all families in the same community. The increase here shown is, however, broadly representative. In certain communities where there were abnormal increases in rents, the estimate for the entire budget would have to be raised somewhat. As each 5% increase in rent add about 1% to the budget as a whole this adjustment can easily be made. Local variations in the cost of fuel would have only slight effect on the complete budget.

Sources of Information

The same general method was used in compiling the information presented in this report as for the one published in August. For estimating changes in the cost of food, figures collected monthly by the United States Bureau of Labor Statistics were relied on entirely, since the Board's previous study demonstrated that they are representative and the most complete available. Any independent investigation of food prices, therefore, would be a duplication of effort.

Prices of clothing and coal were obtained directly from representative dealers in a large number of cities, and changes in rents were secured through first hand inquiry of local authorities. Increases in the cost of such sundries as car fare, tobacco, recreation, insurance and other miscellaneous items were obtained in a more general way from agencies closely in touch with these matters.

American Citizenship and Ideals

"The American citizen has a passionate devotion for liberty, personal, religious and political. He rejects government by a class, whether small or large, and governors by divine grace, and believes in government by the people. He desires justice in all the relations of human society and neither asks nor grants privileges. He is tolerant of opinions unlike his own and submits in practice to the opinion or wish of the majority. He believes that the liberty of the individual should be exercised under the restraints of established law, the embodiment of common morality and common sense. He believes that the roots of the free state are in the family and in universal education. These are the American ideals. Immigrants are assimilated as fast and as far as they accept them."—Dr. Charles W. Eliot.

What "American" Means to the Sergeant

The folks who stayed at home can learn some things about their own country from the men in uniform; men who were away from America and could judge it better from a distance by comparison with other lands.

John F. W. Thomas, Sergeant, Medical Corps, France, writes: "It's a great privilege to be an American. You people back home are unable to appreciate that fact. It's the greatest honor any man can have to be called a 'Real American.' It means pep; it means a square deal; it means no compromise with anything that's low. It means fearlessness in the face of a bully. It means victory over wrong, because it stands for RIGHT, and 'thrice armed is he whose cause is just'."

Society for Employment Problem Study Resumes Meetings

The first meeting for nineteen nineteen of the Society for the Study of Employment Problems was held in the Commercial Club on Thursday, January 16th. A good representation was secured and the specific topic of discussion was the matter of the rehabilitation and vocational training of disabled soldiers and sailors.

There were present as guests, Messrs. Fisher, Ricciardi and Dr. Madrill of the Federal Vocational Training Service as well as Mr. Charles A. Stephens of the United States Employment Service.

These gentlemen gave interesting account of the work they are endeavoring to do and all employers who have openings in their establishments for men who are in any way disabled are urged to get in touch with the Federal Board for Vocational Training and thus aid in the great work of placing those who have been injured in the service of our country. The number is not going to be large but every effort should be made to furnish the best possible location for each.

The United States Employment Service concentrates its attention upon securing positions for able-bodied returned soldiers and sailors and through its several offices is making good progress.

Manufacturing Opportunity

The office of the Chamber is in receipt of correspondence from a local establishment for some time engaged in the manufacture of motor vehicles expressing a desire to meet individuals who might be interested in rendering financial assistance to such an establishment that it may be enabled to enlarge and expand its business. Readers who are interested may obtain particulars from the Industrial Department.

San Francisco District Freight Traffic Committee—Dockets

Docket 750—Wood pulp wall board, in bundles, carload. Proposal to reduce rate Buffalo, N. Y., to San Francisco from $1.25 to $1.05 per 100 lbs.

Docket 752—Grain doors and door boards, for bulk freight. Proposal to discontinue practice of carriers furnishing free of charge grain doors or door boards for shipment of bulk freight other than grain and flaxseed.

Docket 753—Canned goods, (as described in Item 265-E, T. C. F. B. Tariff 3-M), less carload. Proposal to increase rates from California Terminals and Intermediates to points in Eastern Defined Territory.

Docket 755—Yucca fibre, in bales, tightly compressed, carload. Proposal to establish commodity rate of 94 cents per 100 lbs. from California Terminals and Intermediates to points in Eastern Defined Territory.

Docket 756—Hemp, sisal, Sesbania and Manila plastering fibre, in bales, tightly compressed, carload. Proposal to increase minimum weight, California Terminals and Intermediates to Eastern Defined Territory, from 36,000 lbs. to 40,000 lbs.

Docket 757—Citrus fruit, minimum carload weight. Proposal to increase minimum weights to the following figures:

Lemons	34,000 lbs.
Oranges	34,900 lbs.
Grape Fruit	34,900 lbs.
Citrus Fruit	34,900 lbs.

Docket 761—Livestock, carload, loading and unloading facilities. Proposed for adoption by all Federal lines in San Francisco Committee's district the following rule:

"From or to stations where there are no facilities for handling of carloads of livestock in either single or double deck cars, or both, the rates will apply only where shippers or consignees furnish the necessary appliances for loading and unloading; such appliances to be provided by shippers or consignees at their own expense and risk."

Docket 762—Milling in transit grain and grain products, carload. Proposition to permit stop at El Paso for cleaning or milling on grain originating in California or Arizona, same to move on through rate from point of origin to final destination.

Docket 764—Rubber soling, less carload. Proposal to reduce rate New York to San Francisco from $4.62½ to $3.12½ per 100 lbs.

Docket 765—Distillate (engine), carload. Proposal to reduce rates California producing points to Casper and Grey bull, Wyoming, to 79½ cents per 100 lbs.

Docket 772—Precipitated chalk, in bags, carload. Proposal to reduce rate New York to San Francisco from $3.31½ to $2.31½ per 100 lbs., minimum 24,000 lbs.

Docket 775—Vehicle material, unfinished, viz: wheels, wooden, in the white, ironed or not ironed. Proposal to add the following note to Item 3855 of T. C. F. B. Tariff 1-Q, I. C. C. 1048, applying on traffic moving from Eastern Defined Territory to Pacific Coast Terminals and Intermediates.

Note: "Will not apply on automobile wheels equipped with demountable rims or ball bearings or both."

Docket 782—Wine, in glass or earthenware, in boxes, carloads. Proposal to reduce rate Cucamonga, Cal., to San Francisco from $1.04½ to 50 cents per 100 lbs.

Docket 790—Absorption of switching charge of $2.50 per car exacted by connecting lines on competitive traffic. Proposal to amend tariffs to provide that carrier performing the line haul service will not absorb connecting lines switching charge where its net revenue per car is less than $15.00

Standard Claim Forms

Under General Orders No. 41 of August 28, 1918, and 55 of November 14, 1918, the Director-General required that claims for loss or damage to freight as well as claims for overcharge shall be prepared and submitted on standard forms as approved by the Interstate Commerce Commission.

The Traffic Bureau desires to announce that we have in our files samples of the standard claim blanks as approved by the Commission, and that these blanks are available to members for inspection.

Wireless Services to Guam at Manila

The Chamber of Commerce is in receipt of information from the Western Union Telegraph Company that wireless service has been opened between San Francisco, Guam and Manila, and that a very satisfactory and prompt service can be given.

The Cable Censor has removed all restrictions against personal messages destined to trans-pacific points.

Fuel Restrictions Removed

The Federal Fuel Administrator for California, announces that he has received advices from Washington, stating that under authority of Dr. Garfield, all zone and price regulations on coke and coal, except on Pennsylvania Anthracite, would be suspended February 1st. This includes mine prices, wholesale margin and purchasing commissions.

Who Has Counted Them?

A man in Boston writes the Chamber to ascertain the number of rooms in hotels, apartments and dwellings that are tinted and the number that are papered.

Chamber of Commerce on Railroad Question

Serious consideration has been given by the San Francisco Chamber of Commerce to the situation of the railroads in this country, which has resulted in the following statement and resolution being adopted:

"The San Francisco Chamber of Commerce favors the return of railroads to private ownership under Government regulation so extended in some respects and modified in others as to guard against the evils of unrestricted competition and financial exploitation and to bring about a wholesome competition in service under Federal supervision and regulation.

It is our conviction that the transportation systems of the country can render the best service to the people through private operation with proper and adequate governmental regulation; that the public needs for adequate, efficient and economic service may best be obtained through recognition and rewards of management, employees and capital invested, these incentives being made dependent upon the responsiveness of the railroads to the public needs, which incentives would be absent in any system of unified operation by the Government.

THEREFORE, BE IT RESOLVED, that the San Francisco Chamber of Commerce request the President and Congress of the United States to return promptly these railroads to their owners for private operation, together with such legislation as will correct past mistakes and insure retention of the constructive elements of competition with the elimination of destructive elements. Such legislation should protect the public needs against discrimination, unjust charges and avoidable economic wastes. Obstructive statutes, which have been proved by experience to be of no value, should be eliminated and a national attitude should be taken toward the railroads which will attract the enterprise and capital necessary to enable these systems not only to keep pace with, but help to create growth in our national business."

Commercial Secretaries Meet at Monterey

Executives of commercial organizations in California are looking forward to interesting and profitable discussion of the many problems of reconstruction confronting business life which will form the larger part of the program of the convention of the California Association of Commercial Secretaries at Monterey, January 27, 28 and 29.

Mr. Robert Newton Lynch, Vice-President and Manager and Mr. L. M. King, Secretary, of this Chamber, will attend the convention and address those assembled on pertinent subjects.

Many entertaining features have been arranged by the Monterey hosts, which will include a banquet at the Hotel Del Monte, automobile trip over the famous "17" and "40" mile drives, and guest privileges extended by the Monterey Lodge of the Elks.

Business Opportunities

Galvez & Gonzalez, 112 Market St., San Francisco, are in the market to dispose of high grade manganese.

B. C. Beek, 1247 Valencia St., San Francisco, is in the market for large coffee sacks.

B. B. Gilbert, Idria, Cal., desires to get in touch with wholesale grocers and dry goods houses in this city.

J. W. Popena Candy Co., Park City, Utah, is in the market for bakery and confectionery supplies.

Cia Mercantil de Nogales, Nogales, Sonora, Mexico, desires to get in touch with firms handling beans, corn and flour.

Frank O. Grounds, Apartado Postal Num. 5277, Mexico, D. F. wishes to communicate with manufacturers of boating and fishing supplies, motor and rowing boats and canoes.

Stephen J. Adam, 51 E. 42nd St., New York City, desires to secure a sales agent for Northern California to handle waterproof leggings.

A. C. Hammond, Payette, Idaho, desires to get in touch with hay dealers.

Chas. Moore, Box 202, Blythe, Cal., is in the market to dispose of broom corn.

Akron Mfg. Co., Akron, Penn., wishes to make arrangements with a San Francisco firm or individual to handle the sale of their turning and creasing machines in this market.

D. D. Powell, Morgan Hill, Cal., is in the market for goldfish.

W. L. Rice, 1300 Lincoln St., Bakersfield, Cal., desires to get in touch with produce dealers in this city.

Bids

Bids will be opened by the Zone Supply Officer at Fort Mason on January 24th for fresh beef and ice, and on January 27th for coal. Details and specifications are on file in the Exchange Hall of the Chamber of Commerce.

Bids will be opened at the Zone General Supply Depot at Fort Mason on February 6th for chemical apparatus including jars, flasks, thermometers, etc. Details and specifications are on file in the Exchange Hall of the Chamber of Commerce.

Local Concern Enlarges

Announcement was made on January 7th of the expansion of the firm of M. Sugarman & Company, a California import and export house. These people have been operating extensively in Central America and have established offices in Kobe, Japan, and are establishing Eastern offices in Chicago. New offices in San Francisco have just be acquired in the American National Bank Building.

Roosevelt National Park

The Board of Directors of the San Francisco Chamber of Commerce at its regular meeting today unanimously voted to endorse Senate Bill No. 2021, which provides for the creation of a National Park in California to embrace the famous Kings River Canyon and groves of giant trees, and provides that this area shall be, when created into a park, designated "Roosevelt National Park."

War Department to Dispose of Surplus Material

The San Francisco Chamber of Commerce is in receipt of information that the Director of Military Aeronautics is from time to time offering for sale serviceable airplanes, motors, building supplies, and a wide variety of surplus materials and articles that include everything one might think of. All are new and serviceable and are now in storage at the various Flying Fields in the United States. Address: Salvage Branch, Supply Station, Department of Military Aeronautics, Washington D. C.

New Members

Since last report the following have been elected to membership in the San Francisco Chamber of Commerce:

Adet, Emile, Broker, 1001 Monadnock Building.
Associated Swine Breeders, Inc., Crocker Building.
Beek Printing Co., H. L., Printing, 340 Sansome Street.
Blakemore, J. L., Manager The Remmers Soap Co., 401 Battery Street.
Boardman, George C., Individual, San Francisco Chamber of Commerce.
Buck & Stoddard, Domestic and Export Oil Well Drilling Equipment, 1010 American National Bank Building.
Dannemark Bros., Retail Grocers, 798 Haight St.
Erb, Morris, Tailor, 521 California Street.
Dow, Co., Inc., Frank P., Customs Brokers, 542 Sansome Street.
Gogerty, Edw. B., Steel Barrels, etc., 68 Post Street.
General Commercial Co., Import, Export and Shipping, 311 California Street.
Franceseoni & Co., J. C., Brokers in Vegetable Oils, 327 So. La Salle Street, Chicago, Ill.
Feintuch, M., Mfrs. Representative, 508 Mission Street.
Gardner, John Endicott, Prof. of Chinese Languages, 604 Montgomery Street.
Hall, C. F., Piloting, 1152 Castro Street.
Hickok, G. F., Exporter, 603 Hobart Building.
Herzberg & Son, B., Importers, Exporters and Insurance, 1119 Fillmore Street.
Jerome, John, Jerome Detective Service Co., 811 French Bank Building.
King Lumber Co., Retail Lumber, 622 Merchants Exchange Building.
Key, John L., Scrap Iron, etc., 407 New Call Building.
Lenihan, E. J., Ship Builder, Key Route Basin, Oakland.
Merrill, Cox & Co., Commercial Paper, 433 California Street.
McLean, S. A., Broker, 413 Insurance Exchange Building.
Mooser, Wm., Architect, Nevada Bank Building.
Morgan Co., Inc., F. L., Importers and Mfrs., 72 New Montgomery Street.
Nucoa Butter Co., Oleomargarine Mfrs., 1964 Bryant Street.
Rownson Drew & Clydesdale, Inc., Mfrs. and Exporters Steel Products, American National Bank Building.
Shreve Treat & Eacret, (Additional A membership), Jewelers, 136 Geary Street.
Southern Pacific Co. (20 new memberships), 65 Market Street.
Thompson Bros. Grain Co., Grain and Bean Dealers, Modesto, Cal.
Turner, G. A., Cal. Bean Growers Assn., Stockton, Cal.
Willis, John S., San Francisco Chamber of Commerce.

Knight-Counihan Printing Co., 345 Battery St.

SAN FRANCISCO
CHAMBER OF COMMERCE ACTIVITIES

GATEWAY TO PACIFIC — INCORPORATED JULY 17, 1911

Volume 6 | The Commercial, Financial, Industrial and Governmental Metropolis of the Pacific Coast | Number 5

Every Thursday —— January 30, 1919

Special Train to Foreign Trade Convention

Arrangements Being Made to Carry Delegates to Chicago

From present appearances, the number of Pacific Coast delegates to the SIXTH NATIONAL FOREIGN TRADE CONVENTION in Chicago, April 24, 25, and 26, will be so large that a special train will probably be required. Full information can be obtained and reservations made at the Foreign Trade Department of the Chamber.

IF YOU ARE GOING EAST THIS SPRING, ARRANGE YOUR TRIP TO INCLUDE THIS CONVENTION.

IF YOU ARE NOT AT PRESENT CONTEMPLATING SUCH A TRIP, CONSIDERATION AND INVESTIGATION MAY PROVE TO YOU THAT IT WILL BE WORTH YOUR WHILE TO MAKE EXTRAORDINARY EFFORTS TO ATTEND.

SAN FRANCISCO IN 1920

The attendance at the Chicago Convention from the Pacific Coast will undoubtedly have an effect upon the attendance at the 1920 Convention which is to be held in San Francisco and which should be the biggest and best representation ever held in the United States of business men and interests.

ACTION OF HARBOR COMMISSIONERS WILL INCREASE BELT LINE EFFECTIVENESS

An important action affecting this city was taken by the Harbor Commissioners, at their meeting of January 23rd, in the reduction of the Belt Line switching charge to $2.50 per car.

This is following out the broad policy that the functions of the Belt Line Road are not confined merely to port duties, switching to and from wharves, but that by reason of its position, exercising as it does, a practical monopoly of service in a portion of the city, it thereby assumes a duty to put that locality on a parity with other bay sections so far as switching rates and service goes.

The result of this policy should be most gratifying to this city, give encouragement in the locating of new industries and increase business for the Belt Line itself.

Could You Hire Them?

Time and Effort Subscribed by Chamber's Leaders of Inestimable Value

A recent issue of the Kansas Citian contains an article from which the following was adapted. We are particularly fortunate in having available to the San Francisco Chamber of Commerce men of the calibre and character of those who have and are so faithfully and unselfishly giving up their time to serve the interests of the community.

"Have you ever scanned the list of officers of the San Francisco Chamber of Commerce and put down what you thought you would have to pay them, in case you could employ them to do the work they are doing for San Francisco and for you? These officers are giving a public service that isn't easy to duplicate. Consider the time that these men are giving; their efforts, the obstacles they have overcome, and the service rendered. Then ask yourself, what have I done?

If you will study the organization and its various departments, you will find a structure that these men and their predecessors have builded and that it is a mighty good job; that it has been well done, a structure whose parts have been placed with care and judgment. If you look further you will find that it is the result of continuous thought and application for many years, a fruition of the ideas of business men.

As to the future, the Chamber of Commerce must go on with an ever-increasing program as the result of keener competition resulting from the war. It must go over with better results and bring about greater accomplishments.

To do this, it must have generous support, active participation, more personal service with increasing human energy behind it. These are the things that YOU can give. If San Francisco is to push ahead in the new era that is now opening, the business men of San Francisco must respond more than they have before."

CHAMBERS RESOLUTION FAVORING CREATION OF ROOSEVELT NATIONAL PARK

The San Francisco Chamber of Commerce has become greatly interested in Senate Bill No. 2021 for two reasons, one is that it will enlarge one of the National Parks in California, and the other is that the name proposed—the Roosevelt National Park—is very appropriate considering the gigantic accomplishments of the man.

The following resolution has therefore been adopted by the Board of Directors of the San Francisco Chamber of Commerce:

WHEREAS, Senate Bill No. 2021 provides for the creation of a national park in California to embrace the famous Kings River Canyon and the present Sequoia National Park, thus making a national park containing approximately 1,600 square mile of some of the greatest scenic attractions in the State, and said bill, as amended provides that this area shall be, when created into a park, designated the Roosevelt National Park, and,

WHEREAS, The San Francisco Chamber of Commerce feels that the State of California will be honored by having one of its greatest parks designated by the name of the late President, Theodore Roosevelt, and said designation of the entire area of the new park will not prevent its constituent parts, such as Sequoia National Park, Kings River Canyon and Giant Forest from still being so named to designate their respective portions of the greater park, therefore, be it,

RESOLVED, that the San Francisco Chamber of Commerce endorses S. 2021 as so amended and requests the members of the California delegation in Congress to urge the early enactment of this legislation.

BUSINESS OPPORTUNITIES

G. J. Andrews, 912 Maple Ave., Los Angeles, Cal., wishes to communicate with manufacturers of oval portrait frames.

F. A. Thompson Com'l Co., Woolworth Building, New York City, desires to represent San Francisco manufacturers in Manila and the Orient.

Ralph W. Weymouth, 15 East 40th Street, New York City, wishes to get in touch with manufacturers of insecticides.

J. L. Sturz, 510 B St., San Diego, Cal., desires to get in touch with a reliable collection agency.

H. C. Meddles, Humboldt, Ariz., is in the market for dry washers for placer mining.

J. D. Fullwood, Box 19, Ash Fork, Ariz., is in the market for saw mill machinery.

C. A. Hoffman, 806 State St., Santa Barbara, Cal., is in the market for picture frames, postcards, fancy boxes, etc., wholesale.

Duluth Builders Supply Co., 503 Alworth Building, Duluth, Minn., is in the market for magnesite for exterior stucco purposes.

Lovelock Mercantile Co., Lovelock, Nevada, is in the market for vacuum cleaners.

Carl Moser, P. O. Box 153, Cleveland, Ohio, desires to get in touch with wholesale drug firms in this city.

L. Sparleck, 1150 22nd Street, San Diego, Cal., is in the market for wood file handles.

Jean C. Bollore, 10 East 9th Street N., Portland, Ore., wishes to communicate with firms engaged in canning sardines.

Eagle Hardware Co., Eagle Pass, Texas, is in the market for wine bottles.

CORRECTION NOTICE

Under the heading of "Among the Members" an error appeared in the January 23rd issue of the "Activities" stating that the firm name of McNab & Smith had been changed to The Harbor Warehouse Co. This was entirely erroneous as the Harbor Warehouse Co. is a subsidiary corporation of the firm of McNab & Smith and both companies are actively engaged in business in this city.

COMMERCIAL SCHOOL TO TEACH FOREIGN TRADE

The interest exhibited in foreign trade at the present time is responsible for the inauguration of several study courses. The Foreign Trade Club and the University of California are actively engaged in organizing classes to study foreign trade and the latest course to be offered is by the Butler School of Commerce, which progressive institution announces the opening of a class on January 21st. Under the direction of experienced teachers, the subjects of foreign exchange, transportation, the technique and sales practice of foreign trade, etc. will be given careful analysis.

OPPORTUNITY TO MANUFACTURE TOYS

The Industrial Department of the Chamber is in touch with an individual who is at present in San Francisco and is desirous of getting in touch with a wood-working establishment equipped to manufacture an original line of wooden toys and wheel goods for children. Established concerns who might be interested may obtain particulars by applying to the above department.

UNIVERSITY EXTENSION CLASS IN ADVERTISING AND BUSINESS

A new class begins Thursday evening, February Sixth. Information concerning it may be obtained at the Extension office, Market and Second Streets.

The course consists of fifteen evening classes, devoted to a study of advertising in its various branches. Incidentally the student obtains a valuable business training to develop his courage and confidence in his own ability.

Many who take these courses do not expect to follow advertising as a business but feel that the knowledge and experience gained is of much value to them in broadening their sphere of activities. The fee is $5.00 for the fifteen lessons. The instructor is Samuel P. Johnston, late President of the San Francisco Advertising Club.

BIDS

Bids will be opened at the Zone General Supply Depot at Fort Mason on February 5th for miscellaneous supplies including hardware supplies, rope, rubber hose, sheet iron, paint, stationery, etc.

At Camp Fremont, Auxiliary Remount Depot No. 332, on February 10th to 13th, all animals will be sold at public auction.

Proposals will be opened by the Salvage Division of the Zone Supply Office at Fort Mason, on February 10th, for the purchase and removal of exploded cartridge shells and light yellow brass.

Bids will be opened at the Zone General Supply Depot at Fort Mason on January 31st for miscellaneous supplies including hardware supplies, stationery, ink, etc.; and on February 10th for Alaskan clothing.

Details and specifications are on file in the Exchange Hall of the Chamber of Commerce.

San Francisco Chamber of Commerce Activities

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San Francisco Chamber of Commerce

Merchants Exchange Building
465 California Street
San Francisco

For What You Want to Know —— Call KEARNY 112

IMPORT CONCERN CHANGES LOCATION

Mr. Chas J. Woll, who is in charge of the San Francisco affairs of Geo. Borgfeldt & Co., of 16th Street and Irving Place, New York, wishes to announce the removal of the San Francisco offices from 770 Mission Street to the Kamm Building, 717 Market Street.

"BUY AT SAN FRANCISCO"

Such is the slogan which Mr. John H. Saunders will endeavor to implant in the minds of the business men of Australia and New Zealand. Mr. Saunders advises the Chamber of Commerce that he is organizing a San Francisco Trade, Exhibit and Information Bureau in the above countries for the purpose of giving the exporters and manufacturers at San Francisco a direct personal representation. An attractive booklet issued by Mr. Saunders gives exact information as to the service he is capable of rendering and he reports good progress and cooperation from San Francisco business men. Requests for data should be addressed to Mr. Saunders at 157 Montgomery Street.

FOREIGN TRADE OPPORTUNITIES

2090. Ancon (C. Z.). Party desires to communicate with importers of hardwood.

2091. Osaka (Japan). Large established house wishes to get in touch with importers of sulphur, graphite, manganese ore, ferro-alloys, soya beans and oils, wood oils, and all other Japanese industrial and agricultural products, etc., and exporters of railway materials, machinery of all descriptions, iron and steel products, raw materials, etc. Are also established in Java and are in a position to handle Java products.

2092. Philadelphia (Pa.) Large steel company desires to get in touch with local exporters of steel products. Their mills are equipped to accept orders for black plate in tin mill sizes, ship plates, tin plates and bars.

2093. Melbourne (Australia). Party desires to communicate with firms requiring agents in Australia. Is prepared to handle any line, particularly interested in paper, carbons, typewriter and office supplies.

2094. Calloa (Peru). Firm desires to communciate with importers of food products, and exporters desiring representation in Peru.

2095. Melbourne (Australia). Established firm desires to represent in Australia exporters of food products, confectionery, hardware, tobacconists goods, etc.

2096. Rosario (Sinlaloa, Mexico). Party desires to communicate with importers of scrap iron. Desires to contract on large tonnage basis, F. O. B. wharf, San Francisco or Pittsburg, Calif.

2097. San Francisco. Local representative for Eastern manufacturer of enamelware, clothes wringers, lanters, steel drums, etc., desires to get in touch with exporters of these goods.

OPPORTUNITY FOR REPRESENTATION IN INDIA

A gentleman of Indian birth, but an American citizen and graduate of the University of California, having six years business connections with large American firms, desires to return to India and represent American manufacturers, etc. Those interested can reach him through the Foreign Trade Department.

TRANS-PACIFIC MAILS

The following sailing dates and closing times of Trans-Pacific Mails are based on the latest information furnished by steamship companies. They are subject to change on notice. Paper mail for Hawaiian and Philippine Islands closes one hour earlier than time given.

Destination	Steamer	Leave	Date	Ordinary Mail Closes Ferry	Registered Mail Closes Ferry
Australia and West Australia	Ventura	S. F.	Feb. 4	11:30 am	11:00 am
	Makura	Seattle	Feb. 12	9:20 am. Feb. 10	8:00 pm Feb. 9
New Zealand	Makura	Seattle	Feb. 12	9:20 am. Feb. 10	8:00 pm Feb. 9
China and Japan	Fushimi Maru	Seattle	Jan. 31	9:20 am. Jan. 29	8:00 pm. Jan. 28
	Kamo Maru	Seattle	Feb. 2	9:20 am. Feb. 1	8:00 pm. Jan. 31
	Persia Maru	S. F.	Feb. 4	10:30 am	10:00 am
Hongkong and Straits Settlements	Fushimi Maru	Seattle	Feb. 1	9:20 am. Jan. 30	8:00 pm. Jan. 29
	Kamo Maru	Seattle	Feb. 3	9:20 am. Feb. 1	8:00 pm. Jan. 31
	Persia Maru	S. F.	Feb. 5	10.30 am	10:00 am
Straits Settlements	Colusa	S. F.	Feb. 4	10.30 am	10:00 am
Hawaii	Sachem	S. F.	Jan. 31	2:30 pm	2:00 pm
	Ventura	S. F.	Feb. 4	12:30 pm	12.00 m
	Lurline	S. F.	Feb. 5	2:30 pm	2:00 pm
Manila, P. I.	Colusa	S. F.	Feb. 4	10:30 am	10:00 am
	Lurline	S. F.	Feb. 5	2:30 am	2:00 pm
	Mexico Maru	Seattle	Feb. 11	9:30 am. Feb. 9	8:00 pm. Feb. 8
Dutch East Indies	Fushimi Maru	Seattle	Jan. 31	9:20 am. Jan. 29	8:00 pm. Jan. 28
	Kamo Maru	Seattle	Feb. 2	9:20 am. Jan. 31	8:00 pm. Jan. 30
	Mexico Maru	Seattle	Feb. 10	9:20 am. Feb. 8	8:00 pm. Feb. 7
Tahiti	Moana	S. F.	Feb. 23	8:30 am	8:00 am

THE FOREIGN COMMERCE OF SAN FRANCISCO
CALENDAR YEARS 1917 AND 1918

The Foreign Trade Department of the San Francisco Chamber of Commerce has compiled the exports and imports of San Francisco for the twelve months ending December 31, 1917 and 1918. The total increase is $55,779,071 and while this is considerably less than the increase of 1917 over 1916 it must be remembered that owing to the war ship tonnage was very scarce and the many import and export restrictions of the War Trade Board and the manufacturing restrictions of the War Industries Board materially curtailed the foreign commerce of the port. The outlook for 1919 is very encouraging providing the Railroad Administration restores the import and export rates in effect prior to last July as undoubtedly there will be a large increase in ship tonnage but unless proper rates are made the foreign commerce of the port will not reach maximum proportions.

IMPORTS

Country	1917	1918	Inc. or Dec.
EUROPE:			
Austria-Hungary	$	$ 26	$ 26 Inc.
Denmark	56,599	176	56,423 Dec.
France	502,223	343,033	159,250 Dec.
Germany	3,091	39	3,052 Dec.
Greece	278	.....	278 Dec.
Italy	540,355	110,407	429,948 Dec.
Netherlands	84,180	81,939	2,241 Dec.
Norway	16,385	8,560	7,825 Dec.
Portugal	74,767	29,663	45,104 Dec.
Russia	.....	57,949	57,949 Inc.
Spain	84,567	21,562	63,005 Dec.
Sweden	479,293	125,589	353,704 Dec.
Switzerland	3,023	11,138	8,115 Inc.
England	808,459	413,091	395,368 Dec.
Scotland	285,205	52,845	232,360 Dec.
Ireland	106,063	77,255	28,808 Dec.
TOTAL EUROPE:	$ 3,044,548	$ 1,333,272	$ 1,711,276 Dec.
NORTH AMERICA:			
Canada	$ 2,481,882	$ 1,445,024	$ 1,036,858 Dec.
Cuba	200,176	114,040	86,136 Dec.
Jamaica	11,345	16,344	4,999 Inc.
Trinidad	36,963	42,259	5,296 Inc.
Other British West Indies	.....	100	100 Inc.
TOTAL NORTH AMERICA	$ 2,730,366	$ 1,617,767	$ 1,112,599 Dec.
CENTRAL AMERICA:			
Costa Rica	$ 941,023	$ 797,519	$ 143,504 Dec.
Guatemala	4,983,107	3,100,606	1,882,501 Dec.
Honduras	22,005	37,734	15,729 Inc.
Nicaragua	1,028,323	2,656,721	1,628,398 Inc.
Panama	35,739	163,456	127,717 Inc.
Salvador	4,251,691	5,441,766	1,190,075 Inc.
Mexico	2,015,287	2,409,029	393,742 Inc.
TOTAL CENTRAL AMERICA	$ 13,277,175	$ 14,606,831	$ 1,329,656 Inc.
SOUTH AMERICA:			
Argentina	$ 436	$ 3,356	$ 2,920 Inc.
Brazil	1,286,005	.....	1,286,005 Dec.
Chile	3,183,506	4,394,956	1,211,450 Inc.
Colombia	4,808	400	4,408 Dec.
Ecuador	943,507	482,636	460,871 Dec.
Peru	190,707	56,927	133,780 Dec.
Venezuela	.....	69,358	69,358 Inc.
TOTAL SOUTH AMERICA	$ 5,608,969	$ 5,007,633	$ 601,336 Dec.
ASIA:			
China	$ 32,780,417	$ 21,872,230	$ 10,908,187 Dec.
Japanese China	761,907	112,893	649,014 Dec.
Chosen	.....	67	67 Inc.
British India	10,869,568	29,790,557	18,920,989 Inc.
Straits Settlements	25,350,750	34,065,606	8,714,856 Inc.
Other British East Indies	3,374,052	1,841,541	1,532,511 Dec.
Dutch East Indies	42,370,527	30,674,778	11,695,749 Dec.
Japan	44,455,431	17,406,822	27,048,609 Dec.
Russia	106,636	22,800	83,836 Dec.
Siam	20,673	25,705	5,032 Inc.
Persia	.....	3,952	3,952 Inc.
TOTAL ASIA	$160,089,961	$135,816,951	$ 24,273,010 Dec.
OCEANIA:			
Australia	$ 11,136,969	$ 20,178,556	$ 9,041,587 Inc.
New Zealand	2,776,428	9,929,117	7,152,689 Inc.
Other British Oceania	1,859,006	3,763,359	1,904,353 Dec.
French Oceania	1,675,211	2,346,428	671,217 Inc.
German Oceania	660,142	918,259	258,117 Inc.
Philippines	29,119,320	49,995,963	20,876,643 Inc.
TOTAL OCEANIA	$ 47,227,076	$ 87,131,682	$ 39,904,606 Inc.
AFRICA:			
Egypt	$ 808	$ 1,557	$ 749 Inc.
Canary Islands	203	.....	203 Dec.
British East Africa	.....	8,516	8,516 Inc.
TOTAL AFRICA	$ 1,011	$ 10,073	$ 9,062 Inc.
GRAND TOTAL	$231,979,106	$245,524,209	$ 13,545,103 Inc.

EXPORTS

Country	1917	1918	Inc. or Dec.
EUROPE:			
Belgium	$	$ 501,450	$ 501,450 Inc.
Denmark	244,844	.....	244,844 Dec.
France	265,927	1,592,472	1,386,545 Inc.
Norway	513,120	.....	513,120 Dec.
Russia	1,297,289	63,174	1,234,115 Dec.
Sweden	440,841	.....	440,841 Dec.
England	6,234,594	929,803	5,304,791 Dec.
Scotland	.....	297,083	297,083 Inc.
Ireland	157,812	.....	157,812 Dec.
TOTAL EUROPE	$ 9,094,427	$ 3,383,982	$ 5,710,445 Dec.
NORTH AMERICA:			
Canada	$ 6,095,542	$ 8,182,592	$ 2,087,050 Inc.
Newfoundland	235	.....	235 Dec.
Cuba	806,765	4,187	802,578 Dec.
Dutch West Indies	.....	2,932	2,932 Inc.
Jamaica	2,552	.....	2,552 Dec.
Other British Possessions	.....	101,500	101,500 Inc.
Santa Domingo	5,400	.....	5,400 Dec.
Trinidad and Tobago	10,764	.....	10,764 Dec.
Haytl	3,750	.....	3,750 Dec.
TOTAL NORTH AMERICA	$ 6,925,008	$ 8,291,211	$ 1,366,203 Inc.
CENTRAL AMERICA:			
Costa Rica	$ 236,669	$ 217,609	$ 19,060 Dec.
Guatemala	945,514	748,304	197,210 Dec.
Honduras	310,429	225,060	85,369 Dec.
Nicaragua	653,561	747,933	94,372 Inc.
Panama	1,033,133	1,223,944	190,811 Inc.
Salvador	1,254,077	754,168	499,909 Dec.
Mexico	5,532,359	4,440,535	1,091,824 Dec.
TOTAL CENTRAL AMERICA	$ 9,965,742	$ 8,359,553	$ 1,608,189 Dec.
SOUTH AMERICA:			
Argentina	$ 230	$ 101,861	$ 101,631 Inc.
Bolivia	570,875	678,632	107,757 Inc.
Brazil	.....	275	275 Inc.
Chile	3,017,153	4,226,079	1,208,926 Inc.
Colombia	110,688	95,269	15,419 Dec.
Ecuador	297,392	206,046	91,346 Dec.
Gulanas	19,481	68	19,413 Dec.
Paraguay	.....	1,954	1,954 Inc.
Peru	1,071,950	1,331,308	259,358 Inc.
Uruguay	.....	2,957	2,957 Inc.
Venezuela	74	.....	74 Dec.
TOTAL SOUTH AMERICA	$ 5,087,843	$ 6,644,449	$ 1,556,606 Inc.
ASIA:			
Aden	$ 772	$ 653	$ 119 Dec.
China	10,841,921	13,450,929	2,609,008 Inc.
Japanese China	1,315,671	833,624	482,047 Dec.
Chosen	258,658	368,808	110,150 Inc.
British India	2,394,230	5,051,801	2,657,571 Inc.
Straits Settlements	2,918,464	3,442,153	523,689 Inc.
Other British East Indies	350,616	287,641	62,975 Dec.
Dutch East Indies	10,689,647	14,657,206	3,967,559 Inc.
French East Indies	178,820	318,525	139,705 Inc.
Hongkong	4,103,149	5,891,212	1,788,063 Inc.
Japan	70,009,195	59,378,616	10,630,579 Dec.
Russia In Asia	1,312,929	138,044	1,174,885 Dec.
Siam	463,291	665,018	201,727 Inc.
Persia	17,448	7,250	10,198 Dec.
Turkey In Asia	83,900	25,020	58,880 Dec.
Leased China	22,227	2,112	20,115 Dec.
Portuguese East Indies	655	2,782	2,127 Inc.
TOTAL ASIA	$104,961,593	$104,521,394	$ 440,199 Dec.
OCEANIA:			
Australia and Tasmania	$ 10,570,633	$ 32,981,162	$ 22,410,529 Inc.
New Zealand	4,682,915	13,334,281	8,651,366 Inc.
Other British Possessions	312,784	562,081	249,297 Inc.
French Oceania	955,746	1,355,652	399,806 Inc.
German Oceania	434,126	373,380	60,746 Dec.
Philippines	15,272,741	30,676,149	15,403,408 Inc.
TOTAL OCEANIA	$ 32,228,945	$ 79,282,705	$ 47,053,760 Inc.
AFRICA:			
British South	$ 51,321	$ 42,510	$ 8,811 Dec.
Egypt	3,074	36,524	33,450 Inc.
British East	189	.....	189 Dec.
Abyssinia	.....	2,000	2,000 Inc.
British West	.....	37	37 Inc.
Portuguese	10,255	.....	10,255 Dec.
TOTAL AFRICA	$ 64,839	$ 81,071	$ 16,232 Inc.
GRAND TOTAL	$168,328,397	$210,562,365	$ 42,233,968 Inc.

PLACEMENT BUREAU

DISCHARGED SOLDIERS AND SAILORS

1. Former Civil Service employee desires employment in the city as clerk; has had two years experience; is a competent and accurate typist, uses touch system and is an excellent penman. Has just received an honorable discharge from the U. S. Navy, and can furnish the best of references.

2. Married man, age 25 years, at present a teacher, but seeking entrance into the business world. Must have employment at once. Discharged sailor.

3. Position wanted by a young man 21 years of age, has had five years experience in general office work, can handle books and run typewriter.

4. Officer, recently discharged, desires position as secretary to business man. Experienced in executive and administrative work and journalism. Can give highest local references.

5. An attorney, 27 years of age, A. B. and L. L. B. and post graduate work at Harvard. Discharged lieutenant, desires place with law firm or corporation. Initial salary no consideration.

6. Electrical engineer discharged from war service wants position. Twelve years experience in construction and sales work. Technical graduate, 36 years of age. Married.

7. Intelligent man, 24 years of age, married, desires position with import and export house. Must have future. Can furnish excellent references.

8. Russian commercial correspondent, bookkeeper, desires position in export and import company.

9. Accountant and cost accountant, open for engagement February 1st, will consider few months special work at reasonable charges.

10. Young man, just discharged from U. S. Army, having had some eight years active business experience desires to secure employment where there is a chance to advance. Can handle any office work and take charge, can operate typewriter and adding machine. Wages considerate with responsibility.

11. Discharged army officer, 29 years of age, with executive ability, credit or office manager, desires a position with an import and export house with a future attached.

GENERAL APPLICATIONS

1314. As a traffic manager in charge of rates, shipping, claims, etc.; experienced in charge of such work for large commercial concerns, agent for railroads, and freight rate expert for U. S. Government; recently with U. S. Shipping Board, Atlantic Coast, assisting in organizing emergency coal department. Proven ability in all connections.

1315. College man, 32 years of age, ten years legal experience, seven years in retail drug trade, some banking experience, speaking French, Italian, Spanish, Russian and German, wishes to obtain a position in the importing and exporting business, preferably in Hawaii or Orient. Salary no consideration if right opportunity presents itself.

The Alumni Bureau of Occupations of the University of California have the following applications for positions: Chemists, civil and mechanical engineers, and quite a few miscellaneous applicants.

SPECIAL REPRESENTATIVE

Hollander, 45 years of age, seventeeen years planter and manager of large estate in the Dutch Colonies, with many connections, speaking English, French, German and Malay, desires connections with first-class established house to represent them in any line in Java, Sumatra or any Asiatic country.

General Merchandise Salesman: Going to Manchuria would represent wholesale houses desiring to do business with the Orient on commission basis.

OPPORTUNITY FOR A STEAMSHIP MAN

There is a possibility that a Trans-Pacific Steamship Line may require the services of a first-class, experienced traffic manager. In the event of certain negotiations being completed such a man will be required. A high salary will be paid but only a very high-grade man will be considered.

MARINE DEPARTMENT

Three more large cargoes will soon be on the way from this port to the United Kingdom consisting of close to 27,500 tons of flour and barley, same to be loaded up the river. The Steamer Triumph, just completed in this port will proceed up to Grangers and load 12,000 tons barley. Steamers East Cape and West Carnifax will take flour cargoes amounting to 15,500 tons.

Steamer Colusa flying the house flag of the Pacific Mail Steamship Company, arrived in port last week from Calcutta, Manila, Singapore and Honolulu, bringing 6,387 tons of cargo, which included the following: 1,097 bags coffee, 6,828 bales gunnies, 2,147 packages rubber, 3,597 bales rattan, 31 cases cigars, 163 packages slag, 22 cases hats, 3,113 packages tea, 578 packages merchandise.

British Steamer Kurow arriving here last week from Wellington brought 10,600 bales wool.

Standard Oil Tanker Acme, arrived here last week to take on bunkers, the vessel has aboard 3,000,000 gallons of kerosene which was loaded at Beaumont, Texas, to be delivered at Yokohama.

Dodwell & Co., agents for the Blue Funnel Line, announce that they will have the Steamer Eurypylus sailing from this coast early in March for London, Liverpool and Glasgow. Vessel will sail from Puget Sound as above, and will call at San Francisco for freight latter part of February if sufficient inducements offer.

The Pacific Steamship Company have added another small coasting steamer to their fleet, having recently purchased the Steamer Despatch from the Seattle Steamship Co. The vessel is 539 tons, net register, and has been operating between Seattle and Alaskan ports for several years past.

The Pacific Mail S. S. Co. will place the Steamer Chipchung on the berth shortly for Manila, Saigon, Singapore and Calcutta, sailing date from San Francisco March 10th.

The Toyo Kisen Kaisha will have the Steamer Persia Maru and Toyo Maru leaving this port with freight only for Yokohama and Kobe direct on February 5th and February 20th respectively.

The following large oil shipments will be made shortly by the Standard Oil Company to Oriental ports, Royal Arrow 4,000,000 gallons, Tacoma 3,500,000 gallons (including 30,000 barrels lubricating) and the Steamer Tascalusa carrying 3,500,000 gallons.

Schooner Robert R. Hind left Huacho (Peru) December 30th for Seattle with 700 tons cotton seed cake aboard, this shipment goes to the interior of the Northwestern States for cattle purposes.

Schooner Alvena owned by he Gardiner Mill Company of this city, left Levuka prior to January 20th for San Francisco with a full cargo of copra consigned to the American Trading Company .

Pacific Steamship Company's Steamer Admiral Sebree has been placed on berth at New York for San Francisco. Vessel is to sail about February 7th and arrive here about February 28th.

The Matson Line Steamer Lurline was an arrival last week from Manila via Honolulu with a very large and valuable cargo of island products. Principal items included 31,478 mats and 52,956 bags sugar, 1,600 barrels and 1,245 tons (in bulk) cocoanut oil, 6,002 bales hemp, 1,166 cases cigars, 12,287 pieces hardwood, 130 barrels oil, and 1,487 bunches bananas. Vessel also brought 132 packages U. S. Mail and 20 passengers.

W. R. Grace & Co. the Pacific Coast Agents for the Johnson Line, have announced that the second vessel to leave Scandinavian ports for San Francisco, since signing of armistice, will be the Swedish Motorship San Francisco, loading at Swedish and Norwegian ports latter part of March.

Manufacturers or jobbers desiring to establish relations in New Zealand may establish direct personal connection by making their desires known to the Information Department of the Chamber.

SAN FRANCISCO DISTRICT TRAFFIC COMMITTEE—DOCKETS

Docket 794—Pig iron, carloads. Proposal to cancel present rate of 5½ cents per 100 lbs., San Francisco and Tiburon to Petaluma, California.

Docket 796—Gypsite, carloads. Proposal to cancel present rate of 9½ cents per 100 lbs., San Francisco to Hopland, Cal.

Docket 797—Fruit parings and pealings; also apple cores, less carloads. Proposal to cancel present rate of 11 cents per 100 lbs., Sebastopol and Healdsburg to San Francisco.

Docket 804—Hytempite (high temperature fire brick cement), carload. Proposal to reduce rate Jamaica, N. Y. to California Terminals and Intermediates from $2.37½ to $1.50 per 100 lbs., minimum 50,000 lbs.

Docket 805—Corn, oats, corn chop, cracked corn, etc. Proposal to permit movement of above in mixed car lots at straight carload rates from Eastern Points to California Terminals and Intermediates.

Docket 806—Lumber (cedar), carload. Proposal to reduce rates from Groups C to J inclusive to Pacific Coast Terminals and Intermediates.

Docket 808—Wall sizing, carload and less carload. Proposal to include above at paint rates in Items 3265 and 3275, Transcontinental Tariff 1-Q.

Docket 810—Cotton batts, cotton calking, brattice cloth, comfortables, crash, toweling, towels, tufts and wadding, carload and less carload. Proposal to reduce rates from California Terminals and Intermediates to Eastern Defined Territory.

Docket 811—Tomatoes, canned, carloads. Proposal to cancel present carload commodity rate of 20 cents per 100 lbs. from Lytton to San Francisco.

Docket 812—Locomotives and tenders, steam, on their own wheels. Proposal to cancel present commodity rate from San Francisco to Willits.

Docket 815—Lime rock, powdered, carloads. Proposal to cancel present commodity rate from San Francisco to Sausalito.

Docket 817—Infusorial earth, carloads. Proposal to cancel present commodity rate from Windsor to San Francisco.

Docket 820—Wax tailings, carloads. Proposal to eliminate above from petroleum and petroleum products description as provided in Southern Pacific Commodity Tariffs 333-E, 612-B, 729-B and 763-D.

Docket 821—Switching: Intra-terminal and Inter-terminal at San Francisco and Oakland. Proposal to establish a zone system of switching charges in the above territories; will result in increased charges.

Docket 822—Wagons (children's) K. D., wheelbarrows (children's), K. D., wagons (toy) K. D. in bundles; toys, N. O. S. in crates. Proposal to provide commodity rates on above from California Terminals and Intermediates to points in Eastern Defined Territory.

Docket 824—Tar, in barrels, carloads. Proposal to cancel commodity rates from Weed and Woodland to San Francisco.

Docket 825—Dried lentils and dried peas, in bags, carload, (import). Proposal to permit mixture with dried peas in packages, carload, from Pacific Coast ports to Eastern Defined Territory.

Docket 826—Corn silk, less carload. Proposal to include above in drug and chemical grouping in Item 700 T. C. F. B. Tariff 1-Q, applying from New York to San Francisco.

Docket 827—Class and Commodity Rate. Proposal to provide to and from Clyde, Cal., via Bay Point and Clayton R. R.

Docket 829—Cordage mill waste, in bales, carload. Proposal to reduce rate from California Terminals and Intermediates to Eastern Defined Territory.

Docket 838—Meats, cooked, cured, dried, dry salted or smoked, and lard, any quantity. Proposal to establish commodity rate of 12½ cents per 100 lbs. between San Francisco and Oakland.

Docket 840—Absorption of State Belt Railway switching charges. The S. F. & P. S. S. Line propose to absorb Belt Railway switching charges.

Docket 848—Lime rock, crushed, ground or powdered; also lime refuse, carloads. Proposal to reduce rate Tehachapi to San Francisco from 21½ cents to 11½ cents per 100 lbs.

Docket 849—Dried fish, including dried shrimps, carloads. Proposal to reduce rate Mazatlan, Sinaloa, Mexico, to San Francisco, to $1.00 per 100 lbs.

Docket 852—Junk, carloads. Proposal to cancel present commodity rate San Francisco to Vallejo Junction, Port Costa and Mococo, Cal.

Docket 855—Bottles, glass, in packages, carloads. Proposal to reduce rate San Francisco to Ogden and Salt Lake, Utah, from 84 cents to 60 cents per 100 lbs., minimum 40,000 lbs

Docket 858—Lumber and its products, Manlove and Mayhew, Cal., to San Francisco. Proposal to cancel present commodity rates.

MR. SETH MANN RETURNS TO CHICAGO

Mr. Seth Mann, Attorney and Manager of the Traffic Bureau, San Francisco Chamber of Commerce, who has been in this city since December 24th, left San Francisco on January 25th for Chicago, where he will resume his duties as a member of the Western Freight Traffic Committee, United States Railroad Administration.

MEETING OF COMMERCIAL SECRETARIES POSTPONED

A convention of the California Association of Commercial Secretaries was scheduled to be held at Monterey on last Monday, Tuesday and Wednesday, January 27th to 29th inclusive. On account of the influenza situation, it was decided to postpone the meeting until March 3rd, 4th and 5th. Every effort is being made by those in charge to have a large representation on hand at that time.

FINAL RESTING PLACE OF AMERICANS WHO PERISHED IN WAR TO BE IN HOME LAND

The Washington Representative of the Chamber advises that so many inquiries have been received with reference to the above subject that it is thought well to issue the following information through these columns:

It is the intention of the War Department to bring back to the United States, at Government expense, the bodies of officers, soldiers and civilian employees of our service who are now buried in France, except where specific requests are made to The Adjutant General of the Army to have the bodies remain there.

It cannot be stated now just when the work of the transfer of the bodies to this country will begin as it must be deferred until the conditions, including that of transportation, warrant the undertaking. Due notice will be given through the public press.

It is not deemed advisable to grant requests of relatives, friends, or undertakers to go to France to superintend the preparation and shipment of, or to accompany bodies back to the United States.

The Industrial Advance of San Francisco

Splendid Outlook for Machinery Supply Business

The past year has been a busy one for the Meese & Gottfried Company, for, apart from taking care of a large percentage of War Work, and in spite of labor shortage, this firm planned ahead for times of peace in quite an elaborate way. Several draftsmen and engineers were busy constantly in a general revision of design of their entire well-known line of bearings, shaft hangers, elevator material, friction clutches, etc., for, notwithstanding the fact that this firm's goods in this line have practically been accepted as *standard* along the Coast for many years, about $50,000.00 worth of patterns, most of them metal, have been sacrificed for the improved designs.

All of these new designs are being manufactured to be offered to the public when the firm's new catalog, covering the engineering data on these items appears, which, it is expected, will be in a couple of months.

This firm's business has grown steadily since its inception some thirty-five years ago, with last year's progress no exception—the new foundry, operating exclusively on the smaller items, being gotten well under way about the first of the year, and a two-story steel and brick addition, 80x40 feet, having been built inside the "L" shaped factory at 19th and Harrison Streets, to provide for increased activity in the machine and steel shop, and new machine tools to the value of about $50,000.00 were also added to the plant last year.

Altogether they report the business outlook very good since the War's close, and are now, as ever, very optimistic over the future of San Francisco as a machinery producing center.

Knight-Counihan Printing Co., 345 Battery St.

SAN FRANCISCO
CHAMBER OF COMMERCE ACTIVITIES

Volume 6 · The Commercial, Financial, Industrial and Governmental Metropolis of the Pacific Coast · Number 6

Every Thursday —— February 6, 1919

Two Conventions To Attend

NATIONAL CHAMBER MEETING FOLLOWS CONVENTION OF FOREIGN TRADE COUNCIL

The Chamber of Commerce of the United States announces that its Seventh Annual Meeting will be held at St. Louis, Mo., on April 29 and 30 and May 1, 1919. This is in line with the policy of co-operation which has existed between the National Chamber and the Foreign Trade Council in holding their respective conventions at dates near enough together to allow the delegates to attend both.

Sixth National Foreign Trade Convention

April 24, 25, and 26 1919

Congress Hotel

Chicago

Between four and five thousand representatives of business are expected at the meeting of the Chamber in St. Louis and matters of greatest importance to industry will be discussed. The National Chamber is already taking steps to carry out some of the important resolutions passed at the War Conference in Atlantic City, such as those calling for an entire revision of the present anti-trust laws, asking for the return of railroads to private ownership, etc.

An endeavor is being made to arrange a Special Train to the Foreign Trade Convention and it is urged that those who anticipate attending the meeting of the United States Chamber in St. Louis should arrange to go on the special train, taking in the Foreign Trade Convention at Chicago as well without additional expense.

Seventh Annual Meeting of the United States Chamber of Commerce

April 29 and 30 and May 1, 1919

Statler Hotel and Colosseum

St. Louis

Further notices of these important conventions will be contained in subsequent issues of the "Activities."

PRESIDENT OF CHAMBER ON IMPORTANT EASTERN TRIP

Mr. Frederick J. Koster, President of the San Francisco Chamber of Commerce left recently for New York City to attend several important meetings. On February 7th, 8th and 9th there will convene at Yama Farm, Napanoch, New York, a representative gathering of the largest business interests in the United States. This meeting is known as the Yama Conference and while it has not a definite organization, the business men get together from time to time, to discuss matters of national importance affecting business. Mr. Koster has on previous occasions taken an active part in the discussions brought up at the conferences.

On February 13th, there will be held in Chicago, a dinner in honor of Mr. Charles A. Otis, Chief of the Resources and Conversion Section of the War Industries Board. This dinner is being tendered Mr. Otis by the Regional Advisers who were appointed by Mr. Otis to take care of war emergency matters for that section of the War Industries Board. Mr. Koster served as Advisor for the nineteenth division which included California, Arizona and Nevada.

Mr. Koster will also attend a reconstruction conference of the Chamber of Commerce of the United States in Washington immediately following the Chicago engagement.

DUN'S REVIEW

Substantial rainfall during the past few days has proven of great value to growing grains which show excellent germination and growth and the crop outlook at this date is considered most encouraging. The acreage of wheat sown is exceptionally large which was accomplished somewhat at the expense of other grains.

The local vegetable market is firm but eggs and poultry show some decline and butter has dropped.

A general quietness prevails in wholesale and jobbing departments with collections holding up well. Traders in wearing apparel and dry goods lines believe that due to the uncertainty of prices and the consquent hesitancy of retailers to place advance orders in the East, will react to the benefit of local houses and are hopeful of considerable activity when the season opens. Cloak and suit and dress manufacturers are doing very little at this time, spring business not yet opened and most buyers are East. Millinery trades at wholesale are quiet but there is promise of good activity in this department.

Lumber and building material lines continue quiet, new construction being practically nil. Local lumber yards are reported with somewhat light stocks, but with a surplus of some sizes, due to the cancellation of government contracts. Hardwood continues scarce and the price is firm. There is a disposition to make some concessions in lumber prices and dealers here report mills anxious for new business.

Local authorities estimate the number of workers engaged in the shipyards in the bay section at between 55,000 to 60,000 which is some 10,000 to 15,000 less than before the armistice was signed. Many employees left voluntarily and those remaining have been sorted, the most skilled remaining and others returning to former lines of employment. There is still a demand for certain classes of skilled mechanics.

Available statistics indicate recorded mortgages for the year 1918 totaled $34,414,530 with releases at $27,883,778. The net amount of new money loaned being $7,030,752, compared with $14,100,000 for 1917 and $15,500,000 for 1916. Mortgages and deeds of trust recorded during the month of December, 1918, totaled $2,323,519 with releases of $2,926,934. Total building permits for the year 1918 totaled $9,288,208 which is considerably less than previous years.

San Francisco savings banks showed an increase in total combined resources from November 1st to December 1st, 1918 of $16,994,227, total combined resources on December 1, 1918 being $393,064,980. The prevailing interest rate on mortgages and deeds of trust during 1918 was 6 per cent, with a few smaller mortgages at 7 per cent and one mortgage of $850,000 recorded at 5½ per cent.

RECONSTRUCTION CONGRESS TO BE HELD IN OMAHA

The Trans-Mississippi Readjustment Congress with representatives of Agriculture, Industry, Labor and Business from 22 Western States will be held in Omaha, Tuesday, Wednesday and Thursday, February 18th, 19th and 20th. The attention of the San Francisco Chamber of Commerce has been called to the importance of this meeting inasmuch as it will endeavor to do for the Western States what the recent Atlantic City Meeting of the United States Chamber accomplished in the East.

Agriculture and livestock will form a great part of the discussions, but manufacturing, foreign trade and other subjects in which the Pacific Coast is vitally interested will also get considerable attention. Those interested in these subjects should make an effort to attend or be represented and appeal has been made to Mr. Paul Clagstone, the Pacific Coast representative of the United States Chamber to urge livestock, agricultural and farmers' organizations to be represented.

Mr. Harry A. Wheeler, President of the Chamber of Commerce of the United States, will be among the prominent speakers of national importance.

TRADE AT A GLANCE BY BRADSTREETS

SAN FRANCISCO

Wholesale and Jobbing Trade—Good.
Retail Trade—Fair to good.
Manufacturing and Industry—Generally active.
Collections—Good.

SEATTLE

Wholesale and Jobbing Trade—Fair.
Retail Trade—Fair.
Manufacturing and Industry—Quiet.
Collections—Good.
Shipyard strike unsettled.

TACOMA

Wholesale, Jobbing and Retail Trade, Manufacturing and Industry—All quiet.
Collections—Good.
Shipyard and metal workers still on strike with no settlement in sight.
General sympathetic strike probable next week.

PORTLAND

Wholesale Trade—Fair.
Retail Trade—Good.
Manufacturing and Industry—Fairly active.
Collections—Good.

SPOKANE

Wholesale and Jobbing Trade—Fair.
Retail Trade—Good.
Manufacturing and Industry—Quiet.
Collections—Good.
Building operations still light.

LOS ANGELES

Wholesale and Jobbing Trade—Fair.
Retail Trade—Quiet.
Manufacturing and Industry—Dull.
Collections—Good.

INDUSTRIAL AND LAND EXPOSITION

The Home Industry League of California is arranging for a "Home Industries and Land Show" to be held in this city, October 4 to 19, 1919.

The event will be presented along the combined lines of recent land shows and the old Mechanics' Fair.

The show will be in charge of Edward H. Brown, manager of the Home Industry League and originator of the California Land Shows and Livestock Show of 1913 and 1917. Mr. Brown will be associated in the forthcoming event by the land show committee of the Home Industry League, recently appointed and which includes F. L. Washburn president of the Western Meat Company; R. R. Rogers of the Rogers Chemical Company and F. D. Fagan of the Edison Lamp Works and General Electric.

The "Home Industries and Land Show" has for its avowed purpose the development of all industries of California, through visualized demonstration of its producing power.

All exhibits will be confined to those of California, and will embrace all lines including horticulture, agriculture and manufactures.

Two sites are now under consideration by the committee, the Municipal Auditorium and Eighth and Market Streets. In event of the latter being selected the land show will be held under canvas and will occupy approximately 200,000 square feet of ground space.

NINE LEAGUE OF NATIONS CONGRESSES IN ONE

Sessions to Cover Period of Three Weeks

The League to Enforce Peace will stage during February a unique national convention. It will begin in New York on February 5th and close in Atlanta on March 1st. Sessions will be held on consecutive dates in seven other big cities: Boston, Chicago, Minneapolis, Portland (Oregon), San Francisco, Salt Lake City, and St. Louis. The convention will be a case of "one in nine and nine in one."

The purpose is to express the popular demand for a League of Nations and to bring the influence of this demand to bear upon both the Paris Peace Conference and the United States Senate.

This plan of an itinerant convention was adopted because the officers of the League believed that sentiment in favor of a League of Nations was so widespread that it could not be properly expressed by a meeting in any one city. The nine sections of the congress will be held just far enough apart to enable William H. Taft, President of the League, and a group of prominent men and women who will accompany him, to travel from one city to the other. A standardized plan has been worked out at the National Headquarters of the League in this city, but the conduct of each separate congress has been placed in the hands of local convention committees appointed in each of the nine cities. Thus each congress will be treated as a separate event. Delegates to each will be drawn from the group of states immediately surrounding the convention city.

The New York convention which will last two days, February 5th and 6th, will be known as the "Atlantic Congress for a League of Nations." The second section of the congress will open its sessions in Boston on the day following the closing of the congress there, that is, February 7th. There will be two-day sessions in each city. The Boston meeting will be called the "New England Congress," the "Great Lakes Congress" will be called in session at Chicago on February 11th and 12th. Other sittings will be those of the "Northern Congress," in Minneapolis, February 12th and 13th; the "Northwestern Congress," in Portland, Oregon, February 16th and 17th; the "Pacific Coast Congress," in San Francisco, February 19th and 20th; the "Mountain Congress," in Salt Lake City, February 21st and 22nd; the "Mid-Continent Congress," in St. Louis, February 25th and 26th, and finally the "Southern Congress," in Atlanta, February 28th and March 1st. The League figures that the nine congresses will bring together in the neighborhood of twenty thousand official delegates, and that the popular mass meeting, which will be a feature of each, will assemble audiences numbering nearly fifty thousand more.

Manifestly it would be impossible to gather such representative audiences as the League is looking for without a heavy battery of speakers. Those who will swing around the circle with ex-President Taft and speak at all, or nearly all, of the nine congresses include: Dr. Henry van Dyke, formerly Minister to the Netherlands; Frank P. Walsh; Dr. A. Lawrence Lowell, President of Harvard University; Henry Morgenthau, formerly Ambassador to Turkey; James W. Gerard, formerly Ambassador to Germany; Mrs. Philip North Moore, President of the National Council of Women; Dr. George Grafton Wilson, Professor of International Law at Harvard University; Dean Charles R. Brown of the School of Religion at Yale University; Edward A. Filene, Director of the Chamber of Commerce of the United States; and Herbert S. Houston, the New York editor and publisher.

BUSINESS OPPORTUNITIES

James E. Bishop, R. F. D. No. 3, Box 370, North Sacramento, Cal., wishes to communicate with glass blowers in this city.

Hanford Junk & Furniture Co., Hanford, Cal., desires to get in touch with manufacturers of rubber hose.

Bruce Bag & Burlap Co., 3301 Commerce St., Dallas, Texas, is in the market for second-hand bags.

Chas. Sendder, 4856 10th Ave., Sacramento, Cal., desires to get in touch with a distributor equipped to handle products in California, Honolulu and South America.

Barrett Drug Co., Gilbert, Minn., is in the market for peacock feathers.

E. E. Westerberg, Marion, Ore., desires to get in touch with quartz mining companies in California.

Mrs. Jeanette Swenson, 4025 6th Ave., N. E., Seattle, Wash., wishes to communicate with tuna canneries in this State.

C. P. F. de Jonge, Martinez, Cal., is in the market for bees.

J. A. Cota, 228 N. Main St., Salinas, Cal., is in the market for a small locomotive such as is used in amusement parks.

H. N. Whiteline, Klamath Falls, Ore., is in the market to dispose of Belgian hares.

A. E. Delgado, Tracy, Cal., is in the market for portable bungalows.

Builders Exchange, 130 S. Market St., San Jose, Cal., is in the market for ironing boards and seats for apartment houses.

M. T. Moore, Box 133, Taft, Cal., is in the market for small brass gears with teeth such as are used in clocks and toys.

W. S. Peck, 817 Clay St., Joliet, Ill., is in the market for tamale husks.

A. Gallegos, 311 California St., desires to get in touch with manufacturers of modern ox-carts.

Builders Exchange, 130 S. Market St., San Jose, Cal., is in the market for roof and other paints.

J. C. Efromson, c/o Bank of Tyrone, N. Mex., is in the market to dispose of flourspar.

A gentleman in Hugo, Okla., a town of about 8,000 population, writes that he has a forty-seven room building situated on a lot 50x140 feet all clear of incumbrances and bringing an income of $500 per month that he desires to trade for San Francisco property. Those interested may consult the Information Department of the Chamber.

Bids will be opened at the office of the Zone Supply Officer at Fort Mason on February 7th for miscellaneous supplies including: hardware, excelsior, canvas, twine, thread, stationery and lumber; on February 17th for fresh beef. On February 15th for subsistence supplies including a large amount of food stuffs.

Bids will be opened at the office of the Zone Supply Officer at Fort Mason on February 11th for subsistence supplies including olive oil, preserves and catsup; and on February 15th proposals will be opened by the same department for the purchase and removal of oil and vinegar barrels, pickle kegs, paint drums and egg cases.

Bids will be opened at the office of the Zone General Supply Officer at Fort Mason on February 13th for yeast, starch, tinned crabs, milk and squash.

San Francisco Chamber of Commerce Activities

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San Francisco Chamber of Commerce

Merchants Exchange Building
465 California Street
San Francisco

For What You Want to Know —— Call KEARNY 112

OUR BANKING FACILITIES ABROAD ARE INCREASED

In a cable just received from the Far East, it is announced that the Shanghai branch of the Asia Banking Corporation will be opened for business on February 7th, immediately following the Chinese New Year's festivities, and that it is expected that the Hankow branch of this Corporation will be opened about March 15th and the Tientsin and Peking branches about May 1st.

W. C. Lane, Vice-President of the Guaranty Trust Company of New York, and Ralph Dawson, Vice-President of the Asia Banking Corporation, are in charge of the organization of the foreign branches and will remain abroad for some time.

Robert Buchan, formerly manager of the American Express Company at Shanghai, has been appointed Assistant Treasurer of the Asia Banking Corporation and will be connected with the Shanghai branch of that Corporation.

PROMINENT CHINESE RAILWAY MEN COMING

The Foreign Trade Department is advised that the Honorable K. C. Yih, Vice-Minister of Communications, Dr. C. C. Wong, Associate Minister of Communications, and Mr. J. K. Hain, representing industrial interests, together with several other prominent Chinese, will arrive on the S. S. "Nanking" about February 12th or 15th. Any exporters desiring to get in touch with these distinguished gentlemen, particularly those interested in railway supplies, are urged to send their names to the Foreign Trade Department.

TO THOSE INTERESTED IN INTERNATIONAL PARCEL POST

The Foreign Trade Department is in receipt of a letter from the Second Assistant Postmaster General stating a conference has been called in Washington for February 11th to exchange views on the improvement and enlargement of the International Parcel Post. Interested importers are urged to send in any suggestions so that they may be forwarded in time for this meeting. If you have any complaints or ideas for betterment do not fail to get them in.

OPPORTUNITY FOR REPRESENTATION IN SWITZERLAND

A representative of one of the leading Swiss houses located at Lucerne, Switzerland, is now in the city, and desires to get in touch with exporters of American foodstuffs, etc., with a view to representing them in Switzerland, and possibly other European countries. If interested communicate direct with Mr. Jules Dillier, c/o Swiss Consulate, Room 502, Royal Insurance Building.

AMENDMENTS TO SEAMEN'S ACT

Upon the recommendation of its special Committee on Maritime Congress, the Board of Directors at its meeting January 28th resolved to urge the support of the Senators and Congressmen from California of S. B. 5,285 and H. R. 13,671 which it was felt covered in the main amendments to the so-called Seamen's Act, which the ship owners most desire made.

FOREIGN TRADE OPPORTUNITIES

2098. Seine et Oise (France). Party desires to communicate with importers and exporters of foodstuffs and provisions desiring representation in France.

2099. Paris (France). Established firm desires to get in touch with manufacturers of eggs in powder, powdered milk with and without sugar.

3000. Lyon (France). Party recently returned from America as member of French High Commission desires to represent in France, Algeria and Tunis, exporters of dried and canned fruits and vegetables, canned meats and fish, bacon, ham, etc.

3001. San Francisco (California). Local representative of Denmark desires to get in touch with local firms desiring representation in Denmark.

3002. Milan (Italy). Established firm desires to represent in France exporters of California products, dried fruits, honey, etc.

3003. Rincon Antonio (Oaxaca, Mexico). Party desires to communicate with exporters of dry goods, clothing, foodstuffs, etc.

3004. Venice (Italy). Party desires to secure the agency for Italy and other European countries for kerosene, lighting petroleum and benzine, also machinery.

3005. Shanghai (China). Import and export house desires to get in touch with firms who can supply shipload lots of Oregon pine.

3006. Paris (France). American, at present in service, wishes to represent American manufacturers in France. Particularly interested in porcelain.

GREAT OPPORTUNITY FOR FREE ADVERTISING IN THE ORIENT

The Foreign Trade Department is advised by the Pacific Mail Steamship Co. that they are anxious to procure films for exhibition in China. What they desire is moving pictures of industries, etc. This would afford one of the best mediums of advertising in China. Interested merchants and manufacturers are urged to endeavor to furnish these.

The Overseas Agencies, Ltd., also intend to send out films by their Mr. Barkovith on the "Nanking," February 15th for free exhibition in China and Russia.

INDUSTRIAL DEPARTMENT NOTES

The Industrial Department of the Chamber is desirous of receiving quotations on Spanish shelled peanuts in 25 sack lots. Firms or individuals in a position to supply this article kindly communicate with the above department.

The Industrial Department is informed that there is a quantity of open hearth soft steel wire rods number five guage carbon contents .08 to .15 in San Francisco awaiting a purchaser. Further information may be had at the above department.

NEW YORK HOUSE WISHES TO REPRESENT SAN FRANCISCO

The Industrial Department of the Chamber is in receipt of inquiry from a New York firm requesting information relative to San Francisco houses whom they might represent in the handling of food products in all its forms. Interested parties may communicate with the Industrial Department of the Chamber.

GARAGE BUSINESS INCREASES

Supplemental to an announcement which appeared some time ago to the effect that the Class A Garage at 753-61 Post Street would erect an addition to their premises, it is now announced that this extension has been completed and will be taken over by them on the fifteenth of this month. The new building gives them storage room for 200 cars.

CHARITIES ENDORSEMENT COMMITTEE

ARMENIAN AND SYRIAN RELIEF CAMPAIGN

San Francisco once again is being called upon to do its generous share in a relief campaign. This campaign however, is not strictly a war-time relief measure. It is a drive to raise $315,000 as this city's quota of $30,000,000 for the relief of 4,000,000 Christians, chiefly Armenians, who are today dying of starvation and exposure in Asia Minor and the Near East.

These are the people driven from their homes in Armenia after one million other Armenians and Syrians had been massacred by Turkish soldiers.

Included in this number are 400,000 orphans. There are also included 1,900,000 destitute widows with dependent children. They are dying today at the rate of one every ten seconds.

Owing to the great world disturbance following the war, there is no nation today able to aid these stricken peoples except the United States. Because of the fact that Armenia is not a nation, having preserved its national characteristics through centuries of oppression through its church, it is not possible for the United States to furnish government aid as was done in the case of Belgium.

The aid must come from the people of this country. All overhead expenses of the campaign are paid by private contributions so that every dollar donated will be used to its full 100 per cent. All funds are administered under governmental supervision.

Immediate relief is imperative. It has been estimated that $5 at this time will save one human life and that with the funds sought, it will be possible for the relief workers not only to save this dying Christian people but to return them to their devastated homes and supply them with equipment for tilling the soil so that they may produce crops and become self-supporting during this present year.

BUSINESS ANNOUNCEMENTS

On and after February 1, 1919, the jobbing house of H. Roth & Sons will be conducted under the name of Pacific Hardware & Steel Company. It is announced that the new concern has no connections whatever directly or indirectly with the former corporation of that name which is now known as the Baker Hamilton & Pacific Company.

The new corporation proposes to carry on a specialty hardware jobbing business in the Pacific Coast States. The address is 942-44 Mission Street.

Garfield Meyers has legally adopted his maternal name and is now known as Chester A. Garfield and the name of Garfield Meyers & Company has been changed to Garfield & Company, who will continue to represent the old well-established concern heretofore handled by Garfield Meyers & Company.

MARINE DEPARTMENT

Steamer West Wauna is on the way from Columbia River to Balboa with eight large Scotch marine boilers on deck, same to be discharged at Balboa, where they are intended for installation in German steamers seized at the Canal Zone.

Schooners Allen A and City of Papeete are on the way down from Unga with 400,000 codfish aboard, including a catch of salmon.

The Matson Navigation Company have notified the Marine Department that the sailing of their Steamer Lurline for Manila via Honolulu, has been postponed from February 5th to the 7th.

We have been advised of the sailing of the British Steamer Musician of the Harrison Direct Line, from U. K. ports for San Francisco, by the general agents, Balfour, Guthrie & Co. The vessel will leave London on February 10th, Glasgow February 14th, and Liverpool February 21st, for San Francisco direct, via Panama Canal.

Alaska Packers Association Steamer Kvichak arrived here last week from Grays Harbor bringing a full cargo of shooks, this cargo goes to the company's plants on Bristol Bay.

There are several Japanese steamers on the way from the Atlantic range to this port to be bunkered before proceeding to final destination.

J. D. Spreckels & Bros. Company, general agents for the Java-Pacific Line, announce the sailing from San Francisco of the Dutch Steamer Billiton for Batavia, Cheribon, Samarang, Soerabaia and Macassar, early February. In the Nederland Royal Mail & Rotterdam Lloyds Joint Service, they will dispatch the Steamers Grotius and Willis for Batavia, Nagasaki, Yokohama, Singapore and Soerabaia, via Honolulu with freight and passengers. The latter two vessels will leave out (on dates to be selected shortly) during February.

Among the cargo brought to this port from Manila by the Dutch Steamer Billiton arriving here last week were 694 cases cigars, 1,650 bales hemp, 16,529 bags sugar, 122 bales tobacco, 723 tins cocoanut oil and large shipments of crude oil, hats, etc.

The Marine Department of the Chamber of Commerce has been notified by the Toyo Kisen Kaisha, that their Steamer Siberia Maru will arrive at San Francisco on February 26th and sail from here for the Orient on March 5th. Also their Korea Maru is due at this port on March 1st, and sailing date outward March 11th.

The new Barkentine Annie M. Rolph, launched at the Rolph Shipbuilding Company's yard at Eureka on January 4th, arrived here in tow of Tug Relief on the 29th to be rigged. Upon completion of work vessel will load cargo here for Sydney direct.

COFFEE ARRIVALS

The Green Coffee Association of the San Francisco Chamber of Commerce reports the following arrivals during the past week, with coffee consigned to members.

January 27th—S. S. Centralia, 5,075 bags of coffee.
January 30th—S. S. Fairhaven, 14,181 bags of coffee.
January 31st—S. S. Nehalem, 3,380 bags of coffee.

TONNAGE MOVEMENT FOR PORT OF SAN FRANCISCO, MONTH OF JANUARY COMPILED BY MARINE DEPARTMENT OF SAN FRANCISCO CHAMBER OF COMMERCE

ARRIVALS

	January, 1919 Steam (tons)	January, 1919 Sail (tons)	January, 1918 Steam (tons)	January, 1918 Sail (tons)
Foreign Ports	72,874	10,371	117,985	20,981
American (other than Coast)	73,585	7,658	33,064	5,343
Coast	218,237	51,966	259,734	65,760
Total	364,696	69,995	410,783	92,084
Total number vessels	343		408	

DEPARTURES

	January, 1919 Steam (tons)	January, 1919 Sail (tons)	January, 1918 Steam (tons)	January, 1918 Sail (tons)
Foreign Ports	124,253	13,615	114,209	14,949
American (other than Coast)	76,559	5,317	72,426	3,258
Coast	188,310	47,786	255,977	65,760
Total	389,122	66,718	442,612	83,967
Total number vessels	352		397	

PLACEMENT BUREAU

DISCHARGED SAILORS AND SOLDIERS

12. Young married man, 24 years of age, just discharged from Naval Reserve Force as Yeoman First Class, desires position in City as General office assistant or can take charge of department in shipping (import or export).

13. Young man, recently discharged from U. S. Army, desires position with import and export firm. Is at present taking up course in foreign trade and would like connection with well-known firm.

14. Army officer, just discharged, age 32 years. Ten years general business training, three years mill superintendent, eight years training in sales and general office management. Special qualification in organizing.

15. Discharged Army officer desires position where three and a half years experience in casualty insurance business would be of value to employer. Married. College education; would be willing to accept any position where there is a chance for advancement.

16. Discharged Service man. Stenographer and bookkeeper desires opening with mercantile firm, four years experience.

17. An experienced salesman, married, 25 years of age, desires position where initiative and executive ability is desired. Best references furnished.

18. Young man wants position as clerk, railroad experience.

19. Wanted, position by man, 34 years of age, with good references. Fire insurance and export experience.

20. Discharged sailor, 22 years of age, wishes position with import and export firm.

21. Young man, just discharged from the Aviation U. S. Army, with five years experience in the retail shoe business, desires employment with an import and export house with a future attached; can speak Spanish fluently.

22. A mechanical and electrical engineer, college graduate, 39 years of age, married, with thorough electrical construction and machine shop experience, desires an opening with an exporting house handling electrical and mechanical machinery. Willing to go anywhere that promises a future.

23. Honorably discharged soldier desires position either as office manager or assistant office manager, seven years experience in office management and traffic work, can furnish best of references; willing to commence with small salary if opportunity for advancement is according to work rendered.

GENERAL APPLICATIONS

1318. Traffic manager, thoroughly experienced and highly trained in import and export and domestic traffic, would like to spend spare time in auditing railroad, steamship freight bills, forwarding, warehousing or any bills of a transportation nature. Will make up and file claims, quote rates, or give general advice on transportation matters. Excellent opportunity for business houses who haven't sufficient work to maintain a traffic department.

1319-W. Newspaper woman who has made special study of foreign commerce, wishes position with export or import firm that will develop into publicity or advertising manager. Can give highest references. Salary no object if position offers a good future.

1320. Experienced import and export man, with organization ability actually in own business, with an active and successful record of over twenty years, operating in Mexico, Central and South America (where he has traveled considerably), Australia, Siberia, Japan, Dutch East Indies and Europe, would like to connect with first-class firm who could take advantage of his services on substantial basis.

WANTED: Experienced import man to act as department manager for old established firm importing general Oriental products, such as beans, rice, chemicals, peanuts, vegetable oils, etc. Proper remuneration will be made. Only men with experience need answer.

BETTER SERVICE CAMPAIGN ANNOUNCED BY EXPRESS COMPANY

Plans of a most comprehensive nature to bring about conditions which will make possible a marked improvement in the express service throughout the country were announced recently by W. C. Kiefer, local representative of the American Railway Express Company. A "Better Service" campaign will be undertaken by the 135,000 men and women employed in the express business for the purpose of raising the standards of packing, wrapping and marking express shipments.

The drive, which will start on February 10, 1919 in every city and town in the country, will comprise a campaign of education and appeal among express employees simultaneously with a widespread effort to secure the cooperation of the shipping public along the same lines. No new packing or marking rules have been adopted for the campaign, but express drivers and receiving clerks will be instructed hereafter to insist firmly but courteously that the rules already in force be strictly adhered to.

A determined effort will be made during the campaign to eliminate the "No Mark" evil. From July 1st to November 30th of last year, 127,859 shipments, an average of about 25,500 a month were turned over to the "No Mark" bureaus maintained by the company, because all means of identification of either shippers or consignees had been lost and their delivery, except in a few cases, made impossible. The use of tags is discouraged by the express men, but where it is absolutely necessary, shippers are urged to never use less than two. With personal baggage sent by express, it is wise to enclose the name and address of the shipper. Care should be exercised by shipper in using good quality of paper, twine, cardboard, etc. Old marks on baggage have sent many trunks and suitcases to the wrong destination.

The "Better Service" campaign will be conducted for the purpose of bringing about a betterment of the express service in the interests of people who depend on it, or use it occasionally, but its success depends largely upon the response and cooperation of the shippers themselves and it is believed that this will be forthcoming.

(Continued from last page)

tional Bank, the California Transportation Company and others is too well known to need mention herein.

Success has increased with years and absorption of many of the old time well known drayage concerns have followed. F. B. Belcher, Dore & Company, Morton Draying Company, Forrest Draying Company, Rode Draying Company, Doane Draying Company, E. McPhillipps & Sons, I. Gutte, Ayers & Company, the Mercantile Draying Company, John Peterson, A. L. Whitney and D. Keefe & Company are among the firms absorbed. In many cases the most efficient of the foremen of each business were transferred to the service of McNab & Smith. With commercial drayage as its primary activity, demand has forced expansion to other lines, one of which is its subsidiary, the Harbor Warehouse Company.

In addition to an enormous number of horses and drayage vehicles, McNab & Smith operate a very large fleet of motor trucks, a few of which are shown herewith and altogether theirs is the largest business of its kind west of the Mississippi River.

The peace-time probabilities for increased volume of business by merchandising and manufacturing establishments throughout the country mean great things in store for those whose business it is to handle and transport merchandise. Not only is this true of the entire United States, but it is conceded as more than likely that San Francisco, in its superb position in the lane of foreign trade, will be inundated with a heavier flood of the benefits derived from foreign relations than the majority of American cities.

It is on account of long years of intimacy with the business life of San Francisco, and a thorough knowledge of the business in which they are engaged, that the management of McNab & Smith is decidedly optimistic as to the future.

SAN FRANCISCO DISTRICT FREIGHT TRAFFIC COMMITTEE—DOCKETS

Docket 867—Soap and articles taking same rate, carloads. Proposal to reduce rate, San Francisco, Los Angeles and other points in Groups 4 and 6 to Tyrone, N. M., from $1.62½ to $1.16½ per 100 lbs.

Docket 868—Milk and cream, less carloads, between points on the A. T. & S. F. R. R. in California, by passenger train. Proposal to cancel present commodity rates. Charges per Wells Fargo Express Co. Tariff 156 to apply after date of cancellation.

Docket 873—Feeder sheep, carloads, San Francisco to Gilroy, Cal. Proposal to cancel present commodity rate of $19.00 per standard car. Fat sheep rates to apply after date of cancellation.

Docket 876—Iron and steel articles, viz: angles, bars and rods, beams, channels and plants, carloads. Proposal to cancel present commodity rate from San Francisco to Chico, Cal.

Docket 877—Petroleum crude oil, etc., carloads. Proposal to cancel present commodity rate from Richmond, Oleum and Avon, Cal., to Freight Ferry Slip Exposition Terminal Ry. at San Francisco.

Docket 878—Earth paint, carloads. Proposal to cancel present commodity rate from Chico to San Francisco.

Docket 880—Bobbins (wooden), carload and less carload. Proposal to add above to woodenware grouping in T. C. F. B. Tariff 1-Q, applying from Eastern Defined Territory to California Terminals and Intermediates.

Docket 882—Canary seed, carloads. Proposal to cancel present rate of 47 cents per 100 lbs. from Bakersfield to San Francisco, Oakland, Stockton and Burnham.

Docket 886—Cannery cans. Proposal to cancel present distance commodity rates, carload and less-carload, for distances over 25 miles, between San Francisco, Sacramento and intermediate points via the Southern Pacific R. R. steamer lines.

Docket 889—Interlocking building tile, clay or terra cotta, carloads. Proposal to cancel present commodity rates from San Francisco to Healdsburg, Cloverdale, Hopland, Ukiah, Redwood Valley and Willits, Cal.

Docket 890—Clay and clay products, carloads. Proposal to cancel present commodity rate Glen Ellen to San Francisco.

Docket 893—Rice flour, in bags, carload. Proposal to extend application of rates from California Terminals and Intermediates to points in Groups B to J inclusive, Eastern Defined Territory, to include Group A.

Docket 894—Cheese. Proposal to cancel carload and less carload commodity rates from points on the Northwestern Pacific Novato to Sherwood, inclusive, to San Francisco.

Docket 897—Marble, rough, carloads. Proposal to cancel commodity rate San Francisco to Los Angeles.

Docket 899—Class and commodity rates. Proposal to reduce rates between Wickett, Coombs, Molt, Nora, and Rapelje, Montana, and San Francisco.

Docket 900—Vinegar, carloads. Proposal to cancel commodity rate Chico to San Francisco and Oakland.

Docket 902—Hair cloth, other than with either warp or woof made entirely of cotton, less carloads. Proposal to increase rates from Eastern Defined Territory to California Terminals and Intermediates.

Docket 908—Fruit, dried, including raisins, prunes, figs and fig pulp, less carloads. Proposal to increase rate Stockton to San Francisco and Oakland from 7 cents per 100 lbs. to 8 cents per 100 lbs.

Docket 911—Brake linings, less carload. Proposal to reduce rates from Eastern Defined Territory to California Terminals and Intermediates.

Docket 917—Iron and steel, structural, fabricated or unfabricated. Proposal to reduce rates from Midvale, Utah, to San Francisco.

Docket 919—Wheels (motor truck) without hubs, iron or steel, carloads. Proposal to reduce rates from Eastern Defined Territory to Pacific Coast Terminals and Intermediates.

Docket 920—Prepared wax (paste and liquid) varnish, wood stain, wood filler, lubricating oil, carbon remover, paint and varnish remover, mixed carloads. Proposal to put in effect commodity rate of $1.50 per 100 lbs., minimum 36,000 lbs., from Racine, Wis., to Pacific Coast Points (for export).

NEW HARBOR BOARD POSITION

Mr. W. A. Sweat has taken up his new work as Traffic Manager of the State Board of Harbor Commissioners. This should develop into an important activity in connection with the traffic and transportation affairs of this port. Mr. Sweat is a man of excellent qualities, and was formerly employed as the chief rate clerk of the Traffic Bureau of the San Francisco Chamber of Commerce.

ABSORPTION OF STATE BELT SWITCHING

The Traffic Bureau is advised that under the Western Freight Traffic Committee's rate advice No. 1385, freight rate authority No. 4126, dated Chicago, January 22, 1919, the absorption of switching as authorized in I. C. C. Docket 9728, California Canneries Co. vs. Southern Pacific R. R. et al., will be covered by rules to be published to take effect February 15, 1919, on five days' notice to the Interstate Commerce Commission.

CHAMBER PETITIONS FOR RESTORATION OF POWER TO INTERSTATE COMMERCE COMMISSION

Upon the recommendation of the Transportation Committee, the Board resolved to endorse the Cummins Bill S. 5020 and to petition the Congressmen to repeal the provisions of the Federal Control Act taking away from the Interstate Commerce Commission the power and authority to suspend increases in rates pending a hearing and to restore said power and authority to the Commission.

REDUCTIONS IN WESTBOUND TRANS-PACIFIC RATES

The Foreign Trade Department of the San Francisco Chamber of Commerce is in receipt of the following letter from Mr. Ebey, Assistant Director of Operations of the United States Shipping Board:

"We are reducing Atlantic rates, and you may announce for last half February loading at New York, rates have been fixed for Colombo and Calcutta, $1.10 per hundred pounds, or 60 cents per cubic foot, Rangoon and Madras, $1.20 per hundred pounds or 65 cents per cubic foot, ship's option. This will undoubtedly result in a readjustment of rates from Pacific ports for March and April shipments, but from such a low basis it will be difficult to offset rail differential; therefore, it is important to develop shipment of commodities originating at Western points, including lumber in parcel lots. We will be glad to have your Export Department discuss this fully with the trade, and give us suggestions as to what they consider proper rates for commodities originating at Western points."

Interested exporters are urged to furnish suggestions at the earliest possible moment.

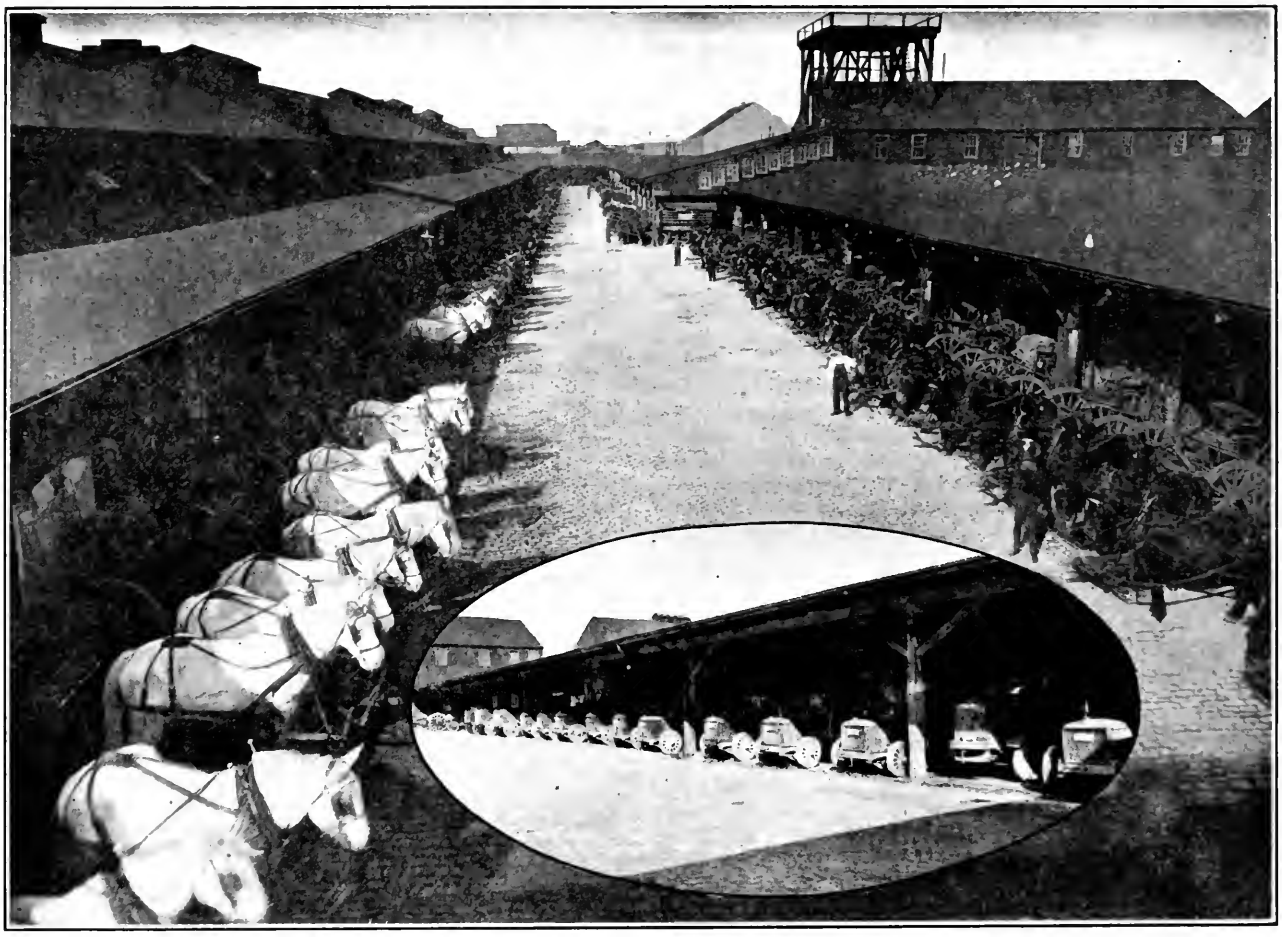
BE PREPARED

We are told that the next Liberty Loan will come along with the springtime. It behooves each of us to make arrangements to take advantage of it. No better investment can be imagined.

In the meantime, buy W. S. S.

The Industrial Advance of San Francisco

A Barometer of Industrial Development



Just as the iron industry of the United States is acknowledged as the barometer of financial conditions, the prosperity of a commercial drayage business, dependent upon industrial and commercial activity, may be regarded as the gauge of the pulse of industrial and commercial progress within a city.

The wonderful strides which San Francisco has made in the last fifty years in achievements in its business life are clearly reflected by a brief biography of the life of the San Francisco business institution—McNab & Smith.

From a period beginning with the early history of San Francisco, forward to the present day, the annals of the circumstances attending their progress read like a story of the growth of the city of San Francisco.

Over forty years ago, James McNab and John A. Smith merged their individual drayage businesses into the partnership of McNab & Smith. Assidnous effort and competent practical care supplied forceful momentum to the establishment.

In 1897, after the death of John A. Smith, the corporation McNab & Smith was formed with the stock in the hands of James McNab and Mr. Smith's widow. The personnel of the corporation at that time was: James McNab, President and General Manager; George A. Smith, Vice-President; Robert Park, Secretary; Elizabeth Smith and James C. Fyfe, Directors. Death has been the only occasion of changes in the officials of the company, Stewart McNab, (now Lieutenant McNab of the United States Army, in service in France) having been elected to the office of President immediately preceding his joining the Army in September, 1917, and the executive of McNab & Smith now being James C. Fyfe, Vice-President and General Manager; Alfred A. Smith, Vice-President; Robert Park, Secretary; John A. Percy, Director.

The public spirited service of the late James McNab in connection with the Chamber of Commerce and as Director of the Panama-Pacific International Exposition, the American Na-

(Continued on page 62, col. 2)

Knight-Counihan Printing Co.,

SAN FRANCISCO
CHAMBER OF COMMERCE ACTIVITIES

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Every Thursday —— February 13, 1919

The State Committee on Readjustment

Problems of the Discharged Soldiers

The STATE COMMITTEE ON READJUSTMENT, having succeeded to the activities of the State Council of Defense, will maintain the very necessary activities of the Committee on War Donations. The public throughout the State is therefore now requested not to subscribe to any war activity which has not received the formal endorsement of this State Committee on Readjustment. Public attention is called at the present time to irresponsible and purely voluntary efforts for the relief of discharged soldiers. The very great and proper sympathy to meet the immediate emergencies for discharged soldiers will doubtless be capitalized by unauthorized individuals and the public will be solicited by such voluntary agencies for all sorts of affairs, many of which may be of questionable character with no guarantee that the money raised will be properly used or that such affairs will be promoted with any exact information as to the problem involved.

There will doubtless be many individual problems of discharged soldiers and it is a patriotic duty for individual interest to help definite cases where personal knowledge is had of the circumstances.

There are now in existence duly authorized official agencies such as the Home Service Section of the American Red Cross, which are prepared to meet emergency cases.

Voluntary benefits for discharged soldiers should be discouraged except where authorized by disinterested public-spirited citizens, whose plans have received the definite approval of the State Committee on Readjustment.

The State Committee on Readjustment is seeking to stimulate and coordinate all agencies, Federal, State and local, to secure proper employment for our soldiers. Every effort will be made to meet the problem as it arises but the public should be protected against unauthorized and sporadic efforts for relief, and in view of the activities of professional charity promoters, who have great hopes of reaping a rich harvest out of the present situation, the general public should be scrupulous in its demand for authorized credentials and explicit knowledge of the responsible character of each event.

—to attend the SIXTH NATIONAL FOREIGN TRADE CONVENTION in Chicago on April 24, 25 and 26, 1919 is the duty of every member of the Chamber interested in this subject.

—but if absolutely impossible for you to personally go or send a representative, urge some friend or business acquaintance to attend.

—but a few replies have been received to four hundred letters over signature of the President of the Chamber.

—and we hope this does not exemplify the interest of San Francisco merchants in foreign trade.

—the arrangements for the Special Train must be consummated by March 1st.

—therefore your attention and cooperation is requested.

PROMINENT CHINESE RAILWAY OFFICIALS HERE

The San Francisco Chamber of Commerce and China Commerce Club on Monday gave a joint luncheon in honor of Hon. K. C. Yeh, Vice-Minister, Hon. C. C. Wang, Associate Minister of Communications of China and Associates at the San Francisco Commercial Club. Captain Robert Dollar presided and there were present in addition over sixty prominent business men of the city. But for the short notice a much larger gathering would have been in attendance. Able addresses were made by both Mr. Yeh and Mr. Wang, conveying the oft repeated assurances of the high esteem in which America is held and the desire of China to cement closer the relations of the two countries. China's opportunities it was shown are second to none and there is no country in which Americans and American investments are more welcome. The ideals of China and America are similar and if given proper development and impetus, will have a share in world peace.

DUN'S REVIEW

Demand for export in canned and dried fruits and in certain staple and fancy food stuffs is unusually brisk for the period and tends to equal the available supply. Other lines too are feeling some abnormal demand from the outside and while domestic consumption is somewhat halted, price levels are being generally maintained. On the other hand trading in some departments where lower quotations have been advanced, is lighter and still confined largely to a hand to mouth basis.

Trade at wholesale in dry goods, men's furnishings and notions is still somewhat quiet but collections continue satisfactory. Retail trade in most lines is satisfactory for the season and a slight gain is noted in men's departments since a large number of soldiers have been discharged here. Distribution of foodstuffs among smaller dealers is fairly active but owing to continued high prices is featured by careful buying. Butter and eggs continue to drop from day to day.

Wholesalers of men's and women's shoes report the local demand somewhat light and retailers placing orders very carefully. Retailers are holding sales in effort to move high priced fancy stocks and are meeting with good success. Collections in this department are good.

Threatening labor unrest followed by the suspension of orders for ten steel hulls in bay shipyards has caused some disturbance but it is believed that difficulties may be adjusted. Yards generally of the opinion that considerable private building will be undertaken when Government orders are out of the way, basing this anticipation upon the number of inquiries received.

Consequent to the reduction of steel production East, large users of tungsten are out of the market at present for this metal. The larger mines in this district have shut down and will not likely resume operations until surplus stocks are exhausted.

Business in general while still far from a pre-war basis is much improved in many lines and the lack of stability apparent during the past three months has been replaced with a certain degree of confidence and trade is adapting itself to changed conditions. On the whole price levels have been well maintained, moderate recessions noted in some departments but it is not unusual to hear even higher quotations in others.

THE WHEAT PRICE SITUATION

Legislation giving the President authority to create a new agency or to continue any existing one for the purpose of maintaining the Government's guaranteed price for the 1919 wheat crop was agreed on yesterday in Washington by the House Agricultural Committee. The bill provides a revolving fund of $1,000,000,000 as working capital.

While the farmer is to be paid the price guaranteed by Congressional act for his wheat, the measure provides that if the "intrinsic value" as determined by the law of supply and demand is lower, the wheat shall be sold to the miller at the lower or "world price"—the Government losing the difference between the two prices.

It is believed that this information will prove valuable to many members, as it is not unlikely that this bill will be passed.

PREMIUM ON WHEAT

The Grain Corporation announces that there is to be a premium of 10 cents per bushel over the Government basis on wheat, and this premium will be charged on all sales of Australian or domestic wheat.

This premium covers all carrying charge expenses, and is made effective February 1, 1919.

TRADE AT A GLANCE BY BRADSTREETS

SEATTLE

Wholesale and Jobbing Trade—Fair.
Retail Trade—Quiet.
Manufacturing and Industry—Quiet.
Collections—Fair.
Fifty thousand workmen on strike.

TACOMA

Wholesale and Retail Trade—Quiet.
Manufacturing and Industry—Largely suspended.
Collections—Good.
General strike partially in effect; street cars not running.

PORTLAND

Wholesale and Retail Trade—Good.
Manufacturing and Industry—Active.
Collections—Good.
Lumber demand continues good.

SPOKANE

Wholesale and Jobbing Trade—Fair.
Retail Trade—Good.
Manufacturing and Industry—Quiet.
Collections—Good.

LOS ANGELES

Wholesale and Jobbing Trade—Fair.
Retail Trade—Slow.
Manufacturing and Industry—Slow.
Collections—Good.

SAN FRANCISCO

Wholesale and Jobbing Trade—Good.
Retail Trade—Fair to good.
Manufacturing and Industry—Generally active.
Collections—Good.

WHY NOT?

The Chamber is in receipt of the following suggestion from one of its members and submits the matter for additional comment and suggestions.

"Why does San Francisco hide its beautiful jewels in a dark vault? Why not mount them on the Ferry Building Tower where they may gleam out a welcome to the visitor approaching our gates on the ferries, be a constant joy to the eyes of the home-folks and again bring into being the wonderful Tower of Jewels of 1915.

The present decorative lighting on the Ferry Tower is out of date and the removal of the rows of projecting bulbs and electric conduit would improve the day time appearance of the structure. The tower could be tinted in shades similar to those used at the Exposition and several permanent reflectors arranged to shine on the tower at night.

Imagine the view coming across the bay in the morning with the sun shining on the tower from the East or standing on Market Street, looking toward the Ferry as the sun goes down in the West."

This matter is being referred to the Municipal Affairs Committee of the Chamber for its consideration.

ON HYPHENS

We asked the foreigners to "drop the hyphen," and they did, as their names on the casualty lists prove, but every time we call them "Hunkie," "Dago," "Kike" or such names, we are putting a hyphen as big as a crowbar between them and America.

PLANS FOR NEW ROAD INTO YOSEMITE WILL BE DISCUSSED

Conference to Be Called By Committee Composed of Representatives From State's Largest Organizations

A statewide movement to secure a paved highway from Merced to the Yosemite Valley through El Portal was inaugurated today by the calling of a statewide conference to be held at Fresno, Friday, February 28th, at which delegates from Chambers of Commerce, automobile associations and kindred bodies will be asked to attend.

As a result of a recent winter trip to the Yosemite Valley by a group of representative California men, the great advantage not only to the State of California but to the entire Pacific Coast of making this world famous scenic attraction of the Coast more accessible, was impressed upon the visitors. It was learned that tentative plans had been made by the State Highway Commission and Federal Government to construct an all-year road over this particular route which, however, was not immediately feasible as adequate funds were not available.

After several informal conferences, it was decided that the immediate construction of this road would be of such enormous advantage in the employment of labor, furnishing work for returned soldiers, and inasmuch as the construction of such a road would tend to bring to California thousands of tourists who have been diverted, by the way, from European travel, it was decided that representatives of the public bodies throughout the State should have a meeting and plan for some method of building this road. The building of such a road would immediately offer occupation to all sorts of skilled labor such as cement workers, truck drivers, steam shovel men, concrete mixers, engineers, surveyors, timekeepers, foremen, superintendents, etc., and would thus furnish a wide range of opportunities for the employment of men.

This feature was called to the attention of the Secretary of Labor of the United States who unreservedly endorses the plan in view of this purpose and the cordial cooperation of various departments of the Government seems assured.

The preliminary committee considering this matter went over the figures carefully with the State Highway Engineer and State Highway Commission and believe that a movement throughout the State would result in the construction of a wide concrete boulevard immediately into the valley. It is felt that if such a movement were inaugurated that it would serve to call attention to the unique features of the Yosemite Valley and be the greatest advertisement which California has ever had of its incomparable scenic attractions. It is also felt that the construction of this road would be an essential link in the movement to connect up the Sierras and the Sea and would not only give a concrete-paved highway from the two great cities of California into the Yosemite but would make accessible to automobilists and tourists all of the great scenic features centering around Tahoe, Monterey, Yosemite, Sequoia Park and Southern California. The accessibility of Yosemite in winter time could easily make it the world's most famous winter sport resort.

The Committee who is calling the conference consists of representatives of the Los Angeles and San Francisco Chambers of Commerce and of the automobile associations of northern and southern California, thus insuring the strongest backing all over the State for this movement.

The entire plan and detail of the matter will be decided at the meeting to be held in Fresno, February 28th. The present plans have the cordial endorsement of the State Highway Commission and Federal Authorities.

The Committee is composed of:

Mr. Rudolph Spreckels, Chairman; Mr. Watt L. Moreland, President, Los Angeles Chamber of Commerce; Mr. Geo. P. McNear, representing the Northern counties; Mr. Jno. S. Mitchell, representing the D. M. Linnard hotel interests; Mr. H. R. Basford, President, California State Automobile Association; Mr. Fred L. Baker, President, So. California Auto. Association; Mr. Robert Newton Lynch, Vice-President and Manager, San Francisco Chamber of Commerce and Vice-President and Manager, California Development Board.

These gentlemen are signing the call for the conference.

BUSINESS OPPORTUNITIES

W. M. Blaine, Osage, Sask., desires to get in touch with dealers in herbs and spices in San Francisco.

J. E. Robertson, Martin Building, El Paso, Texas, wishes to communicate with sugar companies in California.

R. H. Cory, 180 N. Dearborn Street, Chicago, Ill., is in the market for two second hand 150 H. P. boilers.

Mapson Mfg. Co., 1150 22nd Street, San Diego, Cal., would like to secure a representative to handle their valve lifters in Manila and the Orient.

American Olive Co., Adams Street and Long Beach Avenue, Los Angeles, Cal., desires to get in touch with San Francisco firms equipped to enamel steel tanks.

Thompson-Orton Co., 614 Metropolitan Life Building, Minneapolis, Minn., wishes to secure accounts to sell California canned salmon and dried fruits in that market.

Proposals will be opened by the Zone Supply Officer, Salvage Division, Fort Mason on February 27th for the purchase and removal of flour, coffee, grain, potato, sugar and coal sacks. Details and specifications are on file in the Exchange Hall of the Chamber of Commerce.

J. T. Coughlin, 428 S. 8th Street, Minneapolis, Minn., desires to secure an account to represent California packers of ripe olives in that market.

Mrs. Rachael R. Anderson, R. 1, Box 233, Gardena, Cal., is in the market for large frogs for breeding purposes.

A. F. Webster, 2267 4th Street, San Diego, Cal., is in the market for large frogs for breeding purposes.

The Alpha Disappearing Screen Company announces that it is in the market for flexible wire fly screen. The address is 281 Second Street.

J. W. Sandidge, Aledo, Texas, desires to get in touch with seed dealers.

R. V. Bigelow Supply Co., 508 N. Stanton Street, El Paso, Texas, is in the market for Japanese peanuts, Manchurian walnuts and East India cashew nuts.

H. G. Duensing, 615 J Street, Sacramento, Cal., is in the market for unfinished furniture frames.

Stanley O. Berry Service Bureau, 410 Bowles Building, Detroit, Mich., wishes to communicate with a reliable press clipping bureau in this city.

Chas. A. Brown, 265 11th Street, Portland, Ore., is in the market to dispose of 30,000 white cedar ties.

Bids will be opened by the Zone Supply Officer at Fort Mason on February 18th for canned turnips. Details and specifications are on file in the Exchange Hall of the Chamber of Commerce.

Mrs. M. W. Allison, 374 8th Avenue A, Salt Lake City, Utah, is in the market for bakers and confectioners supplies.

Corwin D. Smith & Co., Central Building, Seattle, Wash., is in the market for casein.

John H. Johnson, 435 Bath Street, Santa Barbara, Cal., is in the market for bakers supplies.

Russell B. Miller, 423 Wabash Avenue, Terre Haute, Ind., desires to get in touch with sporting goods stores in this city.

Lester R. Ilfeld, 908 Russell Building, San Antonio, Texas, desires to get in touch with hide dealers in this city.

Mitsubishi Company, 120 Broadway, New York City, wishes to get in communication with producers of wood pulp.

San Francisco Chamber of Commerce Activities

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For What You Want to Know —— Call KEARNY 112

THE WORLD TO BE SHOWN HOW MUCH SAN FRANCISCO IS INTERESTED IN FOREIGN TRADE

On April 24th-26th there will gather in Chicago some twenty-five hundred of the leading commercial men of America representing over half the invested capital of the United States. San Francisco is endeavoring to make a creditable showing at that time and if successful will probably secure the next convention here. Every few days both the National Foreign Trade Council and the Chamber of Commerce will give the press articles bearing on the importance and value of this convention. The San Francisco Press is urged to cooperate as without publicity success cannot be achieved. To show the entire country that San Francisco is deeply interested in foreign commerce, clippings will be made of all publicity given by the various daily papers, they will be publicly displayed in Chicago, each paper being given a separate exhibit. This will show the value of each publication to those engaged in foreign commerce and will also show the interest that the press of this city is exhibiting in the commerce of the port.

TWO PROMINENT TRADE COMMISSIONERS TO VISIT SAN FRANCISCO

The Foreign Trade Department of the San Francisco Chamber of Commerce is advised that Mr. James F. Abbott, newly appointed Commercial Attache to Japan, will be in this city from February 18th to 22nd.

Mr. Nelson C. Brown, Trade Commissioner of the Bureau of Foreign and Domestic Commerce, who has recently completed a trip through Europe investigating industrial and reconstruction problems and markets for American lumber in Europe, will be here for several days, commencing February 11th. Both of the above gentlemen will make their headquarters at the office of the Bureau of Foreign and Domestic Commerce, 307 Custom House.

THE SPIRIT OF SAN FRANCISCO

One of the greatest assets of a community is optimism. If a man thoroughly believes in the future prosperity of his home town he is almost certain to be a success himself. Notwithstanding the handicaps San Francisco has been through on account of the war and the resultant restrictions the old and well known firm of S. L. Jones & Company have branched out and opened up new and thoroughly modern offices at 138 and 140 California Street. This is an evidence of optimism worthy of emulation by all who have the interests of this city at heart.

FOREIGN TRADE OPPORTUNITIES

3007. Norrkoeping (Sweden). Established firm desires to represent in Sweden, exporters of dried fruits.

3008. Valenciennes (France). Druggist desires to get in touch with an agent to represent him in San Francisco in medicinal herbs and drugs, also to export medicinal herbs, hops, vanilla, castor oil, coffee, tea, etc.

3009. Vancouver (B. C.) Broker desires to get in touch with manufacturers of good staple lines wishing to be represented in the British Columbia markets.

3010. Liege (Belgium). Established firm desires to secure the agency for England, France and Belgium for local manufacturers and exporters.

3011. Bergen (Norway). Import and export house desires to represent in Norway, local firms desiring to extend their commerce to that section.

3012. Chefoo (China). Manufacturer of hairnets, laces, strawbraids and pongee silks, desires to get in touch with local importers, also exporters of dyestuffs.

NEW PORT CHARGES ESTABLISHED BY HARBOR COMMISSION

The Board of State Harbor Commissioners have advised the Chamber that effective April 1, 1919 the following changes will be made in port charges:

That vessels engaged in foreign and offshore trade shall be given free dockage and rental;

That State tolls on cargo carried by vessels engaged in foreign and offshore business be increased to three times their present schedule;

That pier rentals will be reduced to six-tenths cents per square foot, and that pier assignments will hereafter be made only to such steamship companies as shall maintain a sailing schedule hereafter fixed by this Board.

Further, the following rules, relative to the discharge of cargo, shall be effective as of the same date:

That steamers discharge or load a minimum of 500 tons daily; demurrage to be charged for any excess time required at the dock;

That all cargo shall be removed from piers by consignees as soon as discharged, and that coastwise cargo remaining on the piers five days and offshore and foreign cargo ten days after complete discharge of the vessel delivering the same, shall be assessed a charge of twenty-five cents per ton for the first five days thereafter, or portion thereof, and fifty cents per ton for each succeeding period of five days, or portion thereof; and furthermore, the Chief Wharfinger may at any time after the expiration of the five or ten day periods following the discharge of the vessel place such cargo in warehouse at the expense and risk of the consignee or owner of the cargo, or make such other disposition thereof as is provided in the Harbor Rules and Regulations issued by the Harbor Commission.

It has been an open question with the Board of State Harbor Commissioners for some time past, as to whether or not its system of port charges, or revenue, should be changed, or revised, and with that end in view it has sought the advice of the leading shipping men, importers, exporters, etc., on this subject, and it is on their recommendation, confirmed by the best judgment of the Board, that the above changes will be effected.

Tolls will be practically fifteen cents a ton. There will be no increased revenue, the only change being a re-distribution of charges.

It is believed that this change will re-act advantageously to the port by bringing to this port many foreign trading vessels, which will be attracted by the "free dockage;" and it is hoped that by the demurrage charges that all abuses of wharf space will be overcome.

CHARITIES ENDORSEMENT COMMITTEE

RELIEF FOR DISCHARGED SOLDIERS

The attention of the membership is called to an important announcement appearing on the front page of this issue, relative to the problem of relief for discharged soldiers. This statement is issued by the State Committee on Readjustment as a result of careful investigation and consideration of the problem of the discharged soldier.

In addition to this statement, the Charities Endorsement Committee is officially advised by the San Francisco Chapter Home Service Section of the Bureau of Civilian Relief of the American Red Cross, that it is rendering such aid as it can to soldiers and sailors after they have been discharged from the service. This assistance takes the form of material help by money, grants or loans, hospital service, medical care, legal aid, nursing, finding employment and other forms, the aim of the Red Cross being to help the men to help themselves.

This work is done by the Red Cross in such a way that the individual assisted is not regarded or treated as an object of charity.

The Home Service Section has expended in the past few weeks over $10,000 on material relief and assisted over 2,000 cases.

Unfortunately there is a disposition to exploit the discharged soldier in uniform for a variety of appeals, many of which are promoted for personal gain and do not bear a close inspection as to method.

Members appealed to for contributions to assist or relieve discharged soldiers are requested to communicate immediately with the Charities Endorsement Committee so that the purpose and method of the appeal can be investigated.

For information call up Kearny 112 and ask for the Charities Endorsement Committee.

PLACEMENT BUREAU

24. Discharged 1st Lieutenant, 15 months foreign service. University of California graduate (Law 1915) 26 years old, desires position. Opportunity to travel preferred.

25. Honorably discharged Captain U. S. Army, Law graduate, nine years practice in Montana and Wyoming. Good typewriter and bookkeeper. Experienced as paymaster, collector, storekeeper, desires employment at once. Can furnish surety bond in any amount for position of trust.

26. Young man 20 years of age, desires clerical position leading to sales, 2 years experience in clerical work, can furnish best of references.

27. Army captain recently discharged, desires executive position as office or department manager. Ten years business and traffic experience. Good correspondent.

28. A young honorably discharged soldier, age 22, desires position with import and export house offering future. Two years experience as assistant in both sales and purchasing department, iron and steel manufacturing company, one year with import and export brokerage house as salesman and assistant manager; executive ability, and can furnish best of references.

29. Young man 21 years of age, wishes to become associated with export concern to learn merchandise business.

30. Experienced salesman buying and selling art goods, capable of taking charge of department.

NOTICE

There are many more sailors and soldiers on our list that are capable of filling most any position that may be open, so if any of the members reading these want ads will communicate with us we will be very glad to put them in touch with the men.

GENERAL APPLICATIONS

1321. Safety engineer—Unquestioned ability, able to organize and operate Bureau of Safety. Complete knowledge of Workmen's Compensation.

1322. A gentleman with many years Oriental and Russian experience wishes a position with responsible house as traveling representative or executive position.

1323. Import and export shipping. 9 years in Orient principally Japan, desires connection with some reliable firm for the purpose of either remaining here or traveling through the Orient.

1324. A position wanted with export and import house. Have had twelve years experience in hardware, iron and steel business. Can furnish references, married, 35 years of age.

1325. Position wanted by first-class traffic man capable of managing traffic department. Expert at railroad rate reading and interpretation thoroughly familiar with freight classifications. Glad to demonstrate ability.

MARINE DEPARTMENT

The Pacific Mail Steamer City of Para, arriving here February 3rd from Balboa via Central American and Mexican ports brought a very valuable cargo and sixty-four passengers. Freight to the amount of 2,780 tons filled the holds, and $277,393.67 treasure was in the strong box. Some of principal items were: 36,387 bags coffee, 70 bags cocoa, 7 bales hides, 215 sacks ore, 70 packages indigo, 121 packages bullion, and large consignments of parrots, paraquettes, ducks, turkeys and monkeys were on board.

J. D. Spreckels & Bros. Company have notified the Marine Department that the new steel Steamer Jacox, recently completed at Portland, Oregon, has been chartered by them for a voyage between San Francisco and Sydney, Australia via Pago Pago and Honolulu. The vessel will start loading at Pier 35 on February 4th, and sail about the middle of this month.

The Java-Pacific Line Steamer Soerakarta, consigned to J. D. Spreckels & Bros Company was an arrival at this port last week, from Batavia, bringing a diversified cargo list of East Indian products. Among the freight for local and Eastern consignees were: 6,450 cases and 3,764 bales rubber, 6,560 chests tea, 3,503 bags pepper, 1,248 ingots tin, 1,960 bales cinchona bark, 2,544 barrels cocoanut oil, 59 bales hats, 4,184 bales fibre, 1,100 cases peanut oil, 430 cases nutmeg, 250 bags coffee, 16,102 bags copra and 111 cases gold and silver bullion.

The Freighter Navua, of the Union S. S. Company's fleet from Wellington arrived in port on February 3rd consigned to Hind Rolph & Co. the local agents. The vessel had 5,000 bales wool, 2,796 packages hides, 3 cases jam, 43 packages beef, which were discharged here. In addition the vessel put off some freight at Honolulu.

The Pacific Mail's chartered Steamer Geo. W. Elder with 1,716 tons cargo from Central American and Mexican ports, anchored in the bay early morning February 5th. From Mexico the vessel brought 1,106 bags coffee and from Guatemala 21,325 bags coffee and 399 mahogany logs.

U. S. Government has released the Pacific Mail S. S. Company's Steamer Venezuela and is scheduled to leave from this port about February 18th on usual China-Japan run.

Blue Funnel Line Steamer Eurypylus is due to arrive at this port on 19th inst. coming here from Liverpool in ballast to load part cargo here, then proceeding to Puget Sound ports to finish taking on cargo, after which the vessel will proceed back to Liverpool going via the Canal. This is the first of the Company's steamers to come into this port for some time, a regular line having been established here. A total of 96 steamers fly the Blue Funnel Line flag, many of which from now on, will make regular trips here. Dodwell & Company are the Pacific Coast Agents.

PROGRAM FOR FOREIGN TRADE CONVENTION

The tentative program for the Sixth National Foreign Trade Convention is announced as follows.

FIRST DAY, THURSDAY, APRIL 24th

Convention called to order at 10 A. M. by James A. Farrell, chairman of the National Foreign Trade Council.

Organization of convention—Election of presiding officers, secretaries, etc.; address of president of convention; appointment of general convention committee. Session topic: *America's Need of Foreign Trade,* from the viewpoint of production, finance, labor and imports.

Afternoon session, 2:30 P. M.—Session topic: *Post-War Foreign Trade Problems,* a series of addresses dealing with general foreign trade matters.

Evening session, 8 P. M.—Group sessions.

Group I. *Commercial Education for Foreign Trade.*

Group II. *Foreign Trade Merchandising,* in cooperation with the American Exporters and Importers Association.

Group III. *Financing Foreign Trade,* in cooperation with the American Bankers Association.

Group IV. *Advertising for Foreign Trade.*

SECOND DAY, FRIDAY, APRIL 25th

Morning session, 10 A. M.—Session topic: *The American Merchant Marine,* in which will be considered American shipbuilding, provision of cargoes, establishment of trade routes and return cargoes, inland waterways, American and foreign navigation systems and the formations of an American maritime policy.

Afternoon session, 2:30 P. M.—Group sessions.

Group V. *Foreign Credits,* in cooperation with the National Association of Credit Men.

Group VI. *Direct Selling,* in cooperation with the American Manufacturers Export Association.

Group VII. *Export Combinations,* describing the Webb Law in actual operation.

Group VIII. *Ocean Service,* in cooperation with the American Steamship Association.

Friday evening, 7 P. M.—Banquet, Congress Hotel.

A number of speakers of national prominence will present several highly important foreign trade subjects.

THIRD DAY, SATURDAY, APRIL 26th

Morning session, 10 A. M.—Reports of group sessions, report of general convention committee, miscellaneous business, adjournment.

The work of organizing the convention is being handled by O. K. Davis, secretary of the National Foreign Trade Council, 1 Hanover Square, New York City. Requests for hotel reservations should be addressed to H. H. Merrick, chairman Hotel Committee, Chicago Association of Commerce, 10 So. La Salle Street, Chicago.

Practical information for present needs will be the dominant note of the convention. The time for general discussion is to be greatly increased. The convention is divided in two parts: General and Group Sessions.

At the General Session the background is to be provided on which to place the more detailed information of the Group Sessions. These latter deal with the facts and figures of foreign trade. Personal experiences are described and leading authorities give their opinions of the points at issue.

This year the convention has assembled a large amount of valuable technical information, which is available to all delegates who wish to use it. This information will be furnished by the volunteer trade advisors of some of the most experienced business houses and by the representatives of the Government trade agencies. A number of prominent business men of long experience in every branch of foreign trade have offered their services as volunteer advisors. The information they can give is based on personal experience, and as such is doubly valuable. In addition, the Department of State will cooperate by assigning to the convention some members of the Consular Service, who have just returned from Europe, Latin-America and the Far East. The Department of Commerce will send a number of its experts from the Bureau of Foreign and Domestic Commerce. The Shipping Board will be represented. The Pan-American Union will be present to give information on Latin-American relations. These men are thoroughly familiar with their respective fields and can supply a great fund of valuable information if called upon.

TRANS-PACIFIC MAILS

The following sailing dates and closing times of Trans-Pacific Mails are based on the latest information furnished by steamship companies. They are subject to change on notice. Paper mail for Hawaiian and Philippine Islands closes one hour earlier than time given.

Destination	Steamer	Leave	Date	Ordinary Mail Closes Ferry	Registered Mail Closes Ferry
Australia and West Australia	Makura	Seattle	Feb.16	9:20 am.Feb.14	8:00 pm.Feb.13
	Niagara	Seattle	Feb.19	9:20 am.Feb.17	8:00 pm.Feb.16
New Zealand	Makura	Seattle	Feb.16	9:20 am.Feb.14	8:00 pm.Feb.13
	Niagara	Seattle	Feb.19	9:20 am.Feb.17	8:00 pm.Feb.16
China	Emp. of Asia	Seattle	Feb.26	9:20 am.Feb.24	8:00 pm.Feb.23
Japan	Arabia Maru	Seattle	Feb.20	9:20 am.Feb.18	8:00 pm.Feb.17
	Emp. of Asia	Seattle	Feb.26	9:20 am.Feb.24	8:00 pm.Feb|23
Hongkong	Koan Maru	Seattle	Feb.15	9.20 am.Feb.13	8:00 pm.Feb.12
	Emp. of Asia	Seattle	Feb.27	9:20 am.Feb.25	8:00 pm.Feb.24
Straits Settlements	Koan Maru	Seattle	Feb.15	9:20 am.Feb.13	8:00 pm.Feb.12
	Senator	Seattle	Feb.20	9:20 am.Feb.18	8:00 pm.Feb.17
	Emp. of Asia	Seattle	Feb.27	9:20 am.Feb.25	8.00 pm.Feb.24
Hawaii	Makura	Seattle	Feb.16	9:20 am.Feb.14	8:00 pm.Feb.13
	Niagara	Seattle	Feb.19	9:20 am.Feb.17	8:00 pm.Feb.16
	Venezuela	S. F.	Feb.18	11:30 am.	11:00 am.
	Nankin	S. F.	Feb.22	11:30 am.	11:00 am.
Manila, P. I.	Emp. of Asia	Seattle	Feb.27	9:20 am.Feb.25	8:00 pm.Feb.24
Dutch East Indies	Billiton	S. F.	Feb.13	9:30 am.	9:30 am.
	Emp. of Asia	Seattle	Feb.26	9:20 am.Feb.24	8:00 pm.Feb.23
Tahiti	Moana	S. F.	Feb.28	8:30 am.	8:00 am.

SAN FRANCISCO DISTRICT FREIGHT TRAFFIC COMMITTEE—DOCKETS

Docket 924—Fruit and vegetables, mixed carloads. Proposal to reduce rate California points to Marshfield, Ore., from 96 cents to 44 cents per 100 lbs.

Docket 927—Old bottles. Proposal to exclude same from the junk rating.

Docket 928—Petroleum crude oil, petroleum gas oil, petroleum road oil; also petroleum fuel oil, now rated as Class "D" carloads. Engine (naptha distillate) now rated at 80 per cent of Fifth Class, carloads. Proposal to cancel these exceptions to classification; regular Western Classification rating to govern after date of cancellation.

Docket 929—Estimated weights on oranges. Proposal to establish same estimated weights on oranges moving between points in California as now apply on transcontinental traffic.

Docket 930—Livestock, carloads, loading and unloading facilities. Proposal to change rules in Santa Fe tariffs where no loading or unloading facilities are provided.

Docket 932—Malt sprouts and oat malt, carloads. Proposal to reduce rates from Red Wing, Minn., Milwaukee, Wis., and Chicago, Ill. to Pacific Coast.

Docket 933—Ochre, crude, carloads. Proposal to reduce rate from Valley Springs to San Francisco, Cal.

Docket 938—Locomotive tires, carload, export. Proposal to reduce rate from Philadelphia, Pa., to Pacific Coast ports.

Docket 940—Fullers Earth, carload (import). Proposal to reduce rate Galveston and New Orleans to California Terminals and Intermediates from 62½ cents to 55 cents per 100 lbs.

Docket 941—Japan wax, carload and less carload, import. Proposal to reduce rates from Pacific Coast ports to New York and other points taking Group "A" rates.

Docket 942—Poultry foods, carloads. Proposal to reduce rate from Mobile, Alabama, to California Terminals and Intermediates.

Docket 943—Shells, oyster and clam, carload. Proposal to establish through rates from Mobile, Alabama, to California Terminals and Intermediates.

Docket 945—Rails and rail fastenings, carloads. Proposal to reduce rates from Twin Falls and Mackay, Idaho, to San Francisco.

Docket 949—Edible nuts. Proposal to increase minimum carload weight from 24,000 lbs. to 30,000 lbs., California Terminals and Intermediates to Eastern Defined Territory.

RESTORATION OF PRE-WAR TRAIN SERVICE

The Traffic Bureau of the Chamber of Commerce is taking up with the United States Railroad Administration at Washington the subject of restoration of pre-war passenger train service, equipment and schedules. It is felt that the emergency arising out of winning the war has passed and that California and the Pacific Coast are entitled to relief from the sacrifices made uncomplainingly during that time and to have the former good and comfortable service restored.

OPPORTUNITIES IN OUR BACK COUNTRY

Lewis Meyer, Proprietor of the Oakdale Leader and Graffic writes that there is no exclusive hardware store in Oakdale and that it looks like a fine chance there for a good firm.

Mr. A. Becker, Editor and Proprietor of the River Rambler of Los Angeles, California, states that they have a building 60x120 feet which they would donate to some manufacturing company or cannery which would employ labor there. They also offer other inducements along with this.

Mr. A. M. Bechtel of Empire, writes that there is a good opening there for a hardware and implement store and also a plumbing shop. Mr. Bechtel states that he will be glad to answer any questions about the above opening.

BUSINESS EXPANDS

The firm of A. E. S. Thompson & Company has incorporated with the firm of G. C. Elam & Company under the firm name of A. E. S. Thompson & Company, Inc. The new firm will occupy the offices of the Elam Company, 24 California Street.

The head office of the firm is the Old English House of Thompson & Company, Shanghai, China. There is a branch in London and another branch will probably be opened in New York. The firm will continue to conduct Oriental export and import business.

BUSINESS OPPORTUNITY

The Industrial Department of the Chamber is informed that there is offered for sale, a well established flour mill in the northern part of the State. It is claimed that the plant in recent years has been completely overhauled and modern machinery installed and that the mill is at the present time, a going concern. The asking price is in the neighborhood of $9,000 for which amount, terms can be arranged. Interested persons may obtain further information from the above department of the Chamber.

COMMITTEE ON READJUSTMENT REPORTS RESULTS

Numerous applications for employment are made daily to the State Committee on Readjustment, by soldiers and sailors, at the old State Council of Defense office in the Ferry Building.

Very encouraging results are being attained, according to Chas. Wright, who is in charge of local placement. His weekly report to General Borree, Chairman of the Committee, shows that 472 applications had been filed and 424 men had been placed in positions where they had not previously been employed. The number of places to which applicants were sent in search of employment was 668. In two-thirds of these cases, men were employed by the firms to which they were sent. But 48 applicants had not been placed at the date of the report. The above figures relate only to men applying at the above office, personally, and to those placed in jobs in the County of San Francisco.

One day last week twelve men were sent to business firms and twelve were placed, only one of whom was reported back as unsatisfactory.

COFFEE ARRIVALS

The Green Coffee Association of the San Francisco Chamber of Commerce reports the following arrivals during the past week, with coffee consigned to members.

February 3rd—S. S. City of Para, 36,387 bags of coffee.

February 5th—S. S. Geo. W. Elder, 21,135 bags of coffee.

BIDS

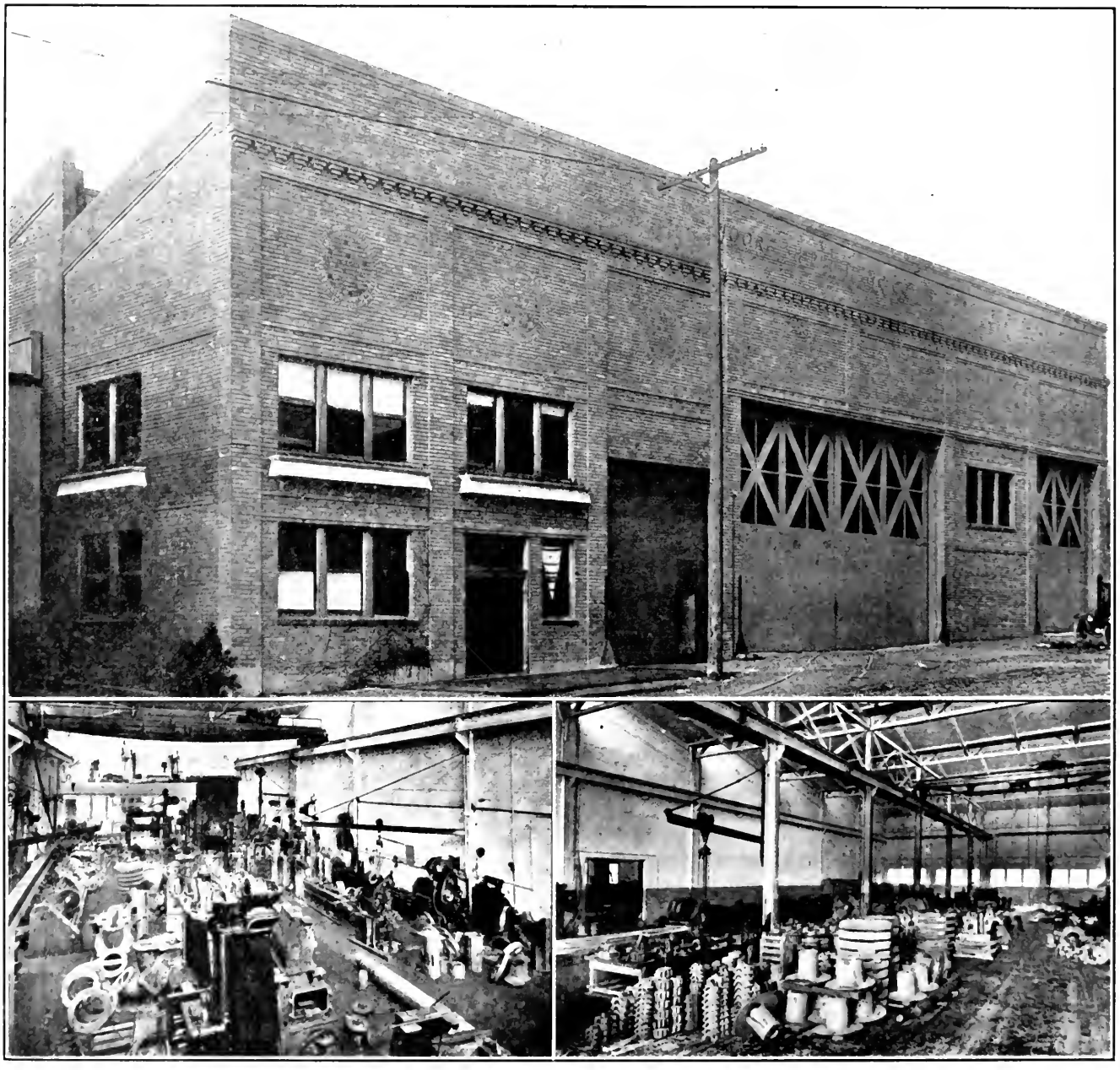
Bids will be opened by the Zone Supply Officer at Fort Mason on February 10th for 100 flags 5'x9' 6"; on February 11th for miscellaneous supplies including hardware, stationery, lumber, paint, band saw and lathe.

Bids will be opened at the Deputy Zone Supply Depot, 425 Central Building, Los Angeles, Cal., on February 15th for fresh onions and potatoes.

Bids will be opened by the Camp Supply Officer at Camp Kearny, Cal., on February 18th for baled hay (grain and alfalfa mixed). Details and specifications are on file in the Exchange Hall of the Chamber of Commerce.

The Industrial Advance of San Francisco

MOORE SHIPBUILDING COMPANY



The Moore Shipbuilding Company was formed in 1905 and purchased the business of Marshutz & Cantrell, one of the pioneer machine shops of this city. Immediately engaging in marine repair work and continuing; 1909 found the company acquiring a shipyard and marine ways in Oakland. 1913 witnessed the necessity for a new machine shop when the south wing of the present building was erected at 678 Second Street and completely equipped with modern tools to expeditiously handle all classes of machine work.

The demand for ships led to the enlargement of the Oakland plant to a size among the largest on the Coast. Ten building slips, ample wharf facilities, boiler shop and a 5,000 ton capacity marine railway with a floating drydock of 12,000 tons capacity in course of construction substantiate the equipment.

With the recent erection of the north wing of the San Francisco plant, the building, 125x140 feet, houses several hundred mechanics, most of whom construct new ship machinery, the balance being engaged repairing vessels along the water front.

Metal trades development and institutional growth in San Francisco is founded upon unbounded faith in the industrial future of the city.

Knight-Counihan Printing Co

SAN FRANCISCO
CHAMBER *of* COMMERCE ACTIVITIES

ATTEND

6th National Foreign Trade Convention April 24, 25, 26, Chicago ~ ~ ~ ~

7th Annual Meeting Chamber of Commerce of U.S.A., April 29, 30, May 1, St. Louis

Volume 6 — The Commercial, Financial, Industrial and Governmental Metropolis of the Pacific Coast — Every Thursday —— February 20, 1919 — Number 8

Position of Chamber on Administration of Harbor

Statement of Position of San Francisco Chamber of Commerce with reference to the proposed Bill known as Senate Bill No. 94, providing for the tentative and ultimate transfer of the Waterfront of San Francisco and the administration of its affairs from the State of California to the City and County of San Francisco:

The Act in question, which is voluminous, covering twenty-three printed pages, was prepared in the office of the City Attorney of this city, having had the attention of one of the Assistant City Attorneys for a period of six months prior to the public announcement of the measure a few days before the convening of the present legislature. On January 8, 1919, an invitation was extended to the Chamber to attend a meeting to be held on the evening of January 9th at which the provisions of the proposed Act were to be discussed, and the attitude of the Chamber toward the measure announced. The Chamber's reply to the invitation referred to the importance of the subject and the numerous provisions of the measure as precluding the possibility of arriving at definite conclusions within the short interval allowed.

The Chamber immediately referred the proposed Act to its Maritime and Harbor Affairs Committee, and it has since had the earnest attention of its members and several meetings of this committee have been held at which the various provisions of the measure have been thoughtfully considered.

The committee concluded to oppose the measure, its adverse criticisms going to matters of vital substance which it was believed could not be obviated by amendments to the Act, and so reported to the Chamber. The Chamber endorses the views of its Maritime and Harbor Affairs Committee, and takes this opportunity of making a definite statement of its position.

The chief objection to the proposed Act is that the status of our harbor administration would thereunder be held in abeyance until nearly the end of the present century, a sort of dual regency being established, part city and part state administration. Under its provisions the administration of the harbor will not be completely vested in the city until all of the outstanding state harbor bonds have been redeemed (probably in 1989 but not possible before 1955, the earliest redemption date provided for the last bond issue). When this redemption shall have been accomplished, the Governor is to issue a proclamation and the city *must then at that distant day amend its charter providing a detailed system under which harbor affairs are to be managed, governed and administered.* The people of this city should be assured that these charter amendments will guarantee a conservative and business-like management of its waterfront by a commission non-political in character before accepting the responsibility of control, and on the other hand, the people of the state have the right to insist that these charter amendments shall properly safeguard the principal port of the state before turning over its management to the municipality. Then again, the uncertainty under the Act as to what this local administration is ultimately to be, must for many years hang like a cloud over all plans for financing harbor improvements, and will very seriously handicap movements to put the harbor in condition to handle the shipping which is certain to increase largely in the years to follow.

In our opinion, if this bill becomes a law, with its dual control, giving the Mayor of the City the appointment of the Harbor Commissioners and at the same time retaining legislative control in the State until the present harbor bonds are all redeemed (from forty to seventy years from this date) it would be impossible to successfully finance further harbor bond issues, if they should be necessary. Would the people of the State with the harbor under the control of the appointees of the Mayor be disposed to bond the State during that period for further harbor improvements if needed? Would the people of the city, on the other hand, be inclined to bond the city, before complete control of the harbor had been effected? Such an anomalous situation would most probably absolutely paralize harbor financing.

It would seem to be the part of wisdom to require that the charter amendments, in which all interests could be protected, be made before the Legislature is called upon to act

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DUN'S REVIEW

Heavy rains during the past few days, bringing the total fall in most districts to above normal, added to prevailing cool weather is proving of great value to fruit tree crops. The country is well watered and the general agricultural situation is viewed as most encouraging.

During the month of January there were 397 sales of real estate in San Francisco for a total of $2,813,772 which was a substantial increase over December, 1918. During the same period 552 mortgages and deeds of trust were recorded totaling $2,472,695 with releases of 658 aggregating $3,295,233. Dealers report considerable inquiry and the month was featured by several transactions of magnitude in down-town properties.

The output of sweet wines, according to figures made available by the State Viticultural Commissioner, was considerably below normal for the year of 1918, totaling 4,168,240 gallons compared with a normal production of 17,000,000 gallons. The production of dry wines was also considerably less. Wineries have been hampered by unsatisfactory labor conditions and by sickness prevailing during the most active period of wine making.

Dealers report a large amount of wine on hand in the State and hold some apprehension for their ability to move it before prohibition becomes effective. The domestic market will be cut off July 1st, and while exporting will continue until January 1920, unless more shipping space is available and conditions affecting exporting generally improve, they will find some difficulty in disposing of that on hand.

The export business, particularly to the Orient shows some lull compared with a few weeks ago, but is still ahead of normal for the period. Distribution in this department is becoming more and more subservient to the probability of price recessions. The new reduction of freight rates to Oriental ports from the Pacific Coast to $12 per deadweight ton is regarded favorably by the interests affected, but with continued high overland rates from the East, are concerned with the impending foreign competition and say they cannot compete with same on the present basis.

There is no marked change in the situation affecting the distribution of dry goods, notions, etc., and wearing apparel lines also continue somewhat quiet for the period. Lumber is moving slowly but wholesale dealers report considerable inquiry from country yards and consider it likely that they will soon begin replenishing stocks which are low and broken. Hardwood continues scarce. Building accessories and labor continues high which is holding back any particular activity in building.

The automobile business is somewhat livened by the automobile show and the distribution of accessories and supplies is normal for the period.

CHAMBER ENTERTAINS DISTINGUISHED GUEST FROM JAVA

Mr. K. F. van den Berg, the Managing Director of the Java Bank—the official circulation bank of the Netherlands East India Government—is now in San Francisco. This bank has done a very large trade with the San Francisco banks, and Mr. van den Berg has consented to act as Special Commissioner for the Netherlands East Indian Government to the Legation of the Netherlands at Washington, D. C. He will be engaged there for about a month, in forwarding the special interests of the Netherlands East Indies, and from there he will proceed to the Netherlands.

Mr. van den Berg was the guest of the Board of Directors of the San Francisco Chamber of Commerce at its meeting Tuesday, February 18th, and on Friday of this week will be available from two to five P. M. at the offices of this organization and will be pleased to receive all persons interested in the Netherlands East Indian trade, who desire to speak to him.

The Foreign Trade Committee of the Chamber will also have Mr. van den Berg as its guest of honor on Friday, the 21st.

All communications can be sent to Mr. van den Berg in care of Hon. H. A. van Coenen Torchiana, Consul General of the Netherlands, Mills Building, San Francisco.

TRADE AT A GLANCE BY BRADSTREETS

SAN FRANCISCO

Wholesale and Jobbing Trade—Good.
Retail Trade—Good.
Manufacturing and Industry—Good.
Collections—Fair.

SEATTLE

Wholesale and Jobbing Trade—Fair.
Retail Trade—Quiet.
Manufacturing and Industry—Quiet.
Collections—Fair.

SPOKANE

Wholesale and Jobbing Trade—Good.
Retail Trade—Satisfactory.
Manufacturing and Industry—Quiet.
Collections—Good.

TACOMA

Wholesale and Retail Trade—Quiet.
Manufacturing and Industry—Largely suspended.
Collections—Good.

PORTLAND

Wholesale and Retail Trade—Good.
Manufacturing and Industry—Fair.
Collections—Good.
Lumber Prospects—Good.

LOS ANGELES

Wholesale and Jobbing Trade—Fair.
Retail Trade—Good.
Manufacturing and Industry—Slow.
Collections—Good.
Building construction becoming active.

(Continued from page one)

in the premises, and this may be done without incurring any loss of time as the proposed Act does not become effective, even in part, until the *preliminary* charter amendments, as provided in the bill, have been adopted and ratified by the Legislature, presumably at its session of 1921. In the meantime all appropriate charter amendments can be proposed and adopted for ratification at the same legislation session at which action could be taken providing for city control.

The Chamber, therefore, deems it essential that the charter amendments be adopted before the transfer is made from the state to the city, and the Chamber further believes that such transfer when made should be complete in presenti and not dependent upon conditions anticipated for the end of the century, and that before the present satisfactory administration of the harbor shall be transferred, the system and principles of the new administration by the city should be thoroughly considered and fully understood by the shipping and other interests vitally affected, and in order that this may be done, the charter amendments appropriate to the purpose should be intimately digested, framed and finally adopted before it would be prudent to seriously consider the surrender by the state of the Trust, upon the faith of which large bonded obligations have been incurred.

In order that there may be no misunderstanding as to the Chamber's policy as to a municipal administration of its waterfront it may be stated in the movement for city control of the San Francisco Harbor, the Chamber took the initiative in 1912, when it declared in favor of municipal control provided satisfactory city charter amendments should first be adopted insuring an efficient harbor administration, divorced from politics. At that time the Board of Supervisors were requested by the Chamber to cooperate in this endeavor, but the Board then in office declined to do so. The Chamber reaffirms its position then taken.

CONGRATULATIONS TO SEATTLE MAYOR

Recent disturbances in Seattle were so capably handled by Hon. Ole Hanson, Mayor of that city that the following telegram was addressed to him by Mr. Robert Newton Lynch, Vice-President and Manager of the Chamber of Commerce, under date of February 10, 1919:

"The San Francisco Chamber of Commerce desires to convey to you in the strongest terms the hearty congratulations of the business community of San Francisco upon the strong, vigorous and American way in which you are handling the difficult situation you have had to face in Seattle. Your plain and courageous handling of a sworn and official duty is a notable example to public officials everywhere in the maintenance of law and order and defense of the constitutional rights of American citizens against the assaults of anarchism and opponents of our American Government.

CHAMBER COOPERATES WITH UNIVERSITY OF CALIFORNIA EXTENSION BUREAU

The schedule of extension courses aimed at post-war commercial and industrial development, which meet in San Francisco in the evening once or twice a week, has been forwarded to the Chamber of Commerce.

Approximately forty courses are offered including every form of business training in all branches of instruction, foreign trade, foreign languages, engineering, higher mathematics, chemistry, short story writing, hygiene and first-aid in care of sick, etc.

Special applications have been printed for use by the Chamber of Commerce through which it is possible to enroll in any of the courses offered by the Extension Division. Literature and applications can be secured at the offices of the Chamber and the attention of members and members' employees is directed to this fact.

NEW MEMBERS SINCE LAST REPORT

Bacon Co., The Chas. A., Merchandise Brokers, 417 Montgomery Street.

Blum, James B., Grain Broker, 504 Merchants Exchange Building.

California Leather Dressing Co. (Panther Rubber Mfg. Co.), Shoe Dressing, Rubber Heels and Soles, etc., 605 Pacific Building.

California Steel Products Co., Mfrs. of Pipe Coils, Steel Tanks, etc., 452 Bay Street.

Collins & Brown, Shipping Cal. Products, Ceres, Cal.

Ditty Bros., Inc., Foundry Supplies, 593 Market Street.

Edelman Co., M., Clothing Jobbers, 1017 Howard Street.

Federal Milling & Grain Co., Flour, Feed, Grain, 1005 American National Bank Building.

General Paper Co., Wholesale Paper, 525 Market Street.

Groos, C., Investments, 807 Hobart Building.

Heyward Co., Thomas R., Iron and Steel Alloys, Rialto Building.

Hankerson & Co., A. H., Flour and Grain Brokers, 503 Merchants Exchange Building.

Kilham, George T., Bags and Burlaps, 608 Merchants Exchange Building.

Koster Co., The, Exporters and Importers, 433 California Street.

Latin-American Mercantile Co., Exporters and Importers, 58 Sutter Street.

Laird, R. C., Individual Drinking Cup Co., 501 Mission Street.

Lewis, Eugene H., Mfrs. Agent, 1055 Market Street.

Maritime Nav. Co.'s Pacific Agency, Inc., Steamship Agents, 433 California Street.

Maritzen, J. L., Automobile Insurance, American National Bank Building.

Macomber Savidge Lumber Co., Lumber, 718 Hobart Building.

McKesson, R. F., Mfrs. Agent, 1055 Market Street.

Moorhead Laboratories, Inc., Radio Apparatus Mfr., 519 Call Building.

TRANS-PACIFIC MAILS

The following sailing dates and closing times of Trans-Pacific Mails are based on the latest information furnished by steamship companies. They are subject to change on notice. Paper mail for Hawaiian and Philippine Islands closes one hour earlier than time given.

Destination	Steamer	Leave	Date	Ordinary Mail Closes Ferry	Registered Mail Closes Ferry
Australia and West Australia	Sonoma	S. F.	Mar. 4	11:30 am	11.00 am
New Zealand	Moana	S. F.	Feb.28	8:30 am	8:00 pm
China	Emp. of Asia	Seattle	Feb.26	9:20 am.Feb.24	8:00 pm.Feb.23
	Chicago Maru	Seattle	Mar. 3	9:20 am.Mar. 1	8:00 pm.Feb.28
Japan	Emp. of Asia	Seattle	Feb.26	9:20 am.Feb.24	8:00 pm.Feb.23
	Chicago Maru	Seattle	Mar. 3	9:20 am.Mar. 1	8:00 pm.Feb.28
Hongkong	Emp. of Asia	Seattle	Feb.27	9.20 am.Feb.25	8:00 pm.Feb.24
	Chicago Maru	Seattle	Mar. 4	9:20 am.Mar.2	8:00 pm.Mar. 1
Straits Settlements	Emp. of Asia	Seattle	Feb.27	9:20 am.Feb.25	8:00 pm.Feb.24
	Chicago Maru	Seattle	Mar. 4	9:20 am.Mar. 2	8:00 pm.Mar. 1
Dutch East Indies	Emp. of Asia	Seattle	Feb.26	9:20 am.Feb.24	8:00 pm.Feb.23
	Chicago Maru	Seattle	Mar. 3	9:20 am.Mar. 1	8:00 pm.Mar.28
Hawaii	Nanking	S. F.	Feb.22	11:30 am	11:00 am
	Sonoma	S. F.	Mar. 4	12:30 pm	12.00 m
Manila, P. I.	Emp. of Asia	Seattle	Feb.27	9:20 am.Feb.25	8:00 pm.Feb.24
	Chicago Maru	Seattle	Mar. 4	9:20 am.Mar. 2	8:00 pm.Mar. 1
Tahiti	Moana	S. F.	Feb.28	8:30 am	8:00 am

San Francisco Chamber of Commerce Activities

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For What You Want to Know —— Call KEARNY 112

New York, February 15, 1919.

Frederick J. Koster,

President, San Francisco Chamber of Commerce
San Francisco, Cal.

The Sixth National Foreign Trade Convention which has just been called to meet in Chicago on April 24th, 25th and 26th, will be the largest and most important gathering of representatives of all elements of Foreign Trade ever assembled in America. It will discuss questions of utmost importance to our Foreign Trade; it will assemble at a time of vital concern not only to the Foreign Trade interests of the United States, but also to the general Industrial and Commercial prosperity of this country. No section of the country is more acutely interested in the correct solution of problems confronting us than the Pacific Coast and it is our hope that all elements of Foreign Trade enterprise in that section will be ably and comprehensively represented.

JAMES A. FARRELL,
Chairman, National Foreign Trade Council.

RAILROAD ADMINISTRATION PROMISES ACTION ON IMPORT AND EXPORT RATES

The petition prepared by the Foreign Trade Department of the San Francisco Chamber of Commerce giving arguments as to why there should be a reduction in the present import and export rail rates has received earnest consideration by Director of Traffic Edward Chambers as evidenced by a wire received today from the Washington representative of the Chamber. In this telegram it is stated that a ruling will be made within a few days and advises of the informed attitude of Mr. Chambers on the entire subject. It is probable that the Pacific Coast will be placed on equal basis with Eastern ports through a reduction of ocean rates as well as import and export rail rates. This will be brought about through the cooperation of the Shipping Board with the Rail Administration.

At a special meeting of the Foreign Trade Committee held Tuesday, February 18th, it was decided to interest the cities of the middle west in the matter, inasmuch as Chicago and adjacent territory will be favorably affected by the requested reduction. The Pacific Coast ports are all cooperating in response to a wire sent various Chambers of Commerce on February 13th and this Chamber is today bringing the matter to the attention of the middle west organizations in the same manner.

FOREIGN TRADE OPPORTUNITIES

3013. Tokio (Japan). Japanese firm desires to get in touch with exporters of jeweler's saw blades. Are in the market for some hundred gross monthly.

3014. Mexico City (Mexico). Party desires to get in touch with contractors of wooden portable houses, containing one, two and three rooms, with complete kitchen fittings. Would like to receive catalogues and prices.

3015. Bordeaux (France). French firm desires to represent importers of French products, and exporters of California food products.

3016. Havana (Cuba). Party desires to get in touch with local firms desiring to be represented in Cuba.

3017. Tokio (Japan). Japanese firm desires to get in communication with dealers in old clothing. Desires to know the c. i. f. price, packing and weight per bale, etc.

3018. Sacramento (Cal.) Party desires to communicate with local firms doing an export and import business with France.

3019. London (England). Merchant desires to represent in London, local exporters of manufactured goods. Particularly interested in gloves, hosiery, underwear and piece goods.

AN OPPORTUNITY FOR SAN FRANCISCO MANUFACTURERS IN FRANCE

A recent development in France is reported to be an Association composed of French manufacturers and American Army Officers formed for the purpose of purchasing rights for the manufacture of American-made goods in France. That organization will be interested only in such articles as household utensils or accessories or other simple articles of every day necessity and will consider only such propositions as are already marketed and extensively sold in the United States.

The Industrial Department of the Chamber of Commerce is in receipt of a direct inquiry from one of our San Francisco boys, at the present in the service in France who is desirous of making connections along these lines with the producers of the above commodities in San Francisco. The Industrial Department will be glad to hear from any concern who have a product which they think might interest the French manufacturers.

Patented articles not already put upon the market will not be considered.

EXPORTS OPPORTUNITY

Mr. B. A. Raphque representing Robert Brandon & Compan, D 720 Dabbi, Bazar, Lahore, India, desires to communicate with manufacturers of leather, leather goods, candles, tea, cigars and cigarettes, writing, printing and packing papers, hosiery and cutlery, clocks and watches, mirrors and looking-glasses, matches, soap, mats, laces, caps and hats, aluminum, iron and cast-iron kitchen and household utensils, plain, cotton, woolen and fancy goods. Gents and ladies cycles. Electric goods and household apparatus and also with firms and individuals who are in the market for hides, skins, shellac and indigo.

EXPORTERS AND IMPORTERS SHOULD FURNISH REFERENCES

The Foreign Trade Department is continually receiving letters from the Chambers of Commerce in foreign countries stating that San Francisco merchants have made applications to represent or be represented by firms in foreign countries, but have failed to give references which entails considerable delay. The Foreign Trade Department suggests that when merchants write to foreign firms along the above mentioned lines they give the name of their bank as a reference and the name of the correspondent of such bank in the city where the foreign firm is located.

CHARITIES ENDORSEMENT COMMITTEE

APPEALS FOR CONTRIBUTIONS

The end of the war and the readjustment necessary to a return to life on a peace basis, is bringing to all communities, new and very definite problems to be solved.

As these various problems arise, consideration must and will be given by responsible, intelligent and broad-minded citizens in an endeavor to arrive at a solution that will be of the greatest advantage to those affected, and of like advantage to the community at large, in devising proper methods, ways and means of meeting the different problems as they arise.

The membership of this Chamber will undoubtedly be appealed to more than ever, for contributions to finance a large number of endeavors already in process of formation.

Many of these endeavors do not stand the acid test of inquiry, well meaning people with a desire to render service rush headlong into a proposition without informing themselves as to the propriety of the method to be used in solving the problem, or the method to be used in appealing to the public for contributions. On the other hand, there are many persons, (male and female) who do not hesitate to promote a public appeal—(attached to a proposition that on the surface appears right), the financial benefit from such appeal being wholly, or in part, their personal gain.

The public not having the time, knowledge or machinery to investigate appeals made to them, become the victims, not only of the unmentionable professional philanthropic promoters, but of the misguided well meaning people also.

What is the result? A great economic waste, a problem unsolved and a disheartened and disgruntled community, and the pity of it is, that when the problem has received proper consideration, and is presented to the public in a right way, and a reliability and accountability established beyond question, the public is cold to a proper appeal because of their past experience.

The Charities Endorsement Committee feels that it will fail in its duty to the membership unless it impresses on members continually the fact, that no contribution, large or small, should be given, unless the contributor is fully aware there is a proper handling of his contribution, that the purpose and method for which the appeal is made are right, and most important, that the method used in appealing is a right method.

All of these facts can be gathered or obtained by and through the Charities Endorsement Committee of the Chamber of Commerce.

If a public appeal for contributions is *right* in its method and purpose, it will not be harmed by a delay of a few days, in receiving a donation from an individual, so that proper investigation can be made.

Any attempt to RUSH a contributor for his donation should arouse suspicion.

Members desiring information, or investigation of appeals made to them, are requested to call Kearny 112 and ask for the Charities Endorsement Committee.

BELGIAN RELIEF

The Charities Endorsement Committee is advised by the California Committee of the Commission for relief in Belgium, of a cable from Mr. Hoover of which the following is an excerpt:

"All Belgian officials and heads of committees are in agreement that Belgium does not desire further charity from the world except immediate supplies of second-hand clothing. In view of this direct and positive assurance that no further benevolent financial assistance is required, we desire to advise you that we cannot solicit further funds for Belgium."

Therefore, it gives us great pride and pleasure to announce that with March 31st your kind contributions for Belgian Relief may cease.

MARINE DEPARTMENT

Toyo Kisen Kaisha Freighter Toyo Maru arriving here last week from Oriental ports had aboard 5,763 tons of general cargo, some of the principal items consisted of 33,897 sacks beans and peas, 8,028 bags coffee beans, 6,630 bags copra, 21,261 barrels peanut oil, 1,449 packages provisions and other large shipments such as cod liver oil, dried fish, mustard seed, miso and silk goods.

Steamer Gov. Forbes brought over 1,400 tons coffee from Central American ports last week.

Over 25 tons of cheese arrived here last week from Coquille River Points, by the Steamer Elizabeth.

Pacific Steamship Company have notified this department that the Company's steamers will call at Seattle and Tacoma as heretofore.

Steamer Admiral Schley of the Pacific Steamship Company left this port on the 12th inst. for Astoria and Portland inaugurating a new service between here and Portland, Ore.

Steamer Despatch has been purchased by the Pacific Steamship Company, and have changed the vessel's name to that of Admiral Rodman; the steamer will ply out of Seattle to Alaskan points.

The Japanese Steamer Seiyo Maru arriving here last week from Norfolk brought a full cargo of coal to U. S. Government. The vessel has been in service on the Atlantic, under Government charter, and upon discharge will be turned over to her owners, the Toyo Kisen Kaisha Co. The vessel will then load freight at San Francisco for Yokohama and Kobe, leaving out on February 20th.

The French Aux. Schooner General Gallieni, sailing on February 6th for Nantes, loaded 26 packages of farm tractors at this port.

J. D. Spreckels & Bros. Company, agents for the Oceanic Steamship Co., have notified the Marine Dept, that their Steamer Sonoma, will sail from San Francisco for Sydney, via Pago Pago and Honolulu on March 4th. Her schedule called for sailing on February 25th, but owing to propeller trouble the vessel was delayed at Sydney on homeward trip.

The Japanese Aux. Schooner Hozan Maru of 740 net tons, which finished discharging recently at Seattle, now enroute to this port, consigned to Mitsui & Co., will load cargo salt for Yokohama.

Fifty-five vessels, both steam and sail, are now enroute or chartered from Australian and New Zealand ports for San Francisco, and forty-five from the Orient and Far East.

For London, Liverpool and Glasgow, the Blue Funnel Liner Eurypylus, will sail from San Francisco on February 21st, according to announcement made by Dodwell & Co., the Pacific Coast agents.

The China Mail Line Steamer Nanking, will sail from San Francisco on February 22nd for ports in China and Japan, via Honolulu and Manila. The Steamer China, of same line, will sail on March 15th.

The Matson Line Steamer Enterprise is scheduled to leave here for Honolulu on February 22nd, taking both passengers and freight.

The Toyo Kisen Kaisha Freighter Kiyo Maru sails from this city February 26th for Valparaiso and way points. The Liner Siberia Maru, of the same company, leaves out on March 7th for ports in the Orient, with passengers and freight.

COFFEE ARRIVALS

The Green Coffee Association of the San Francisco Chamber of Commerce reports the following arrivals during the past week, with coffee consigned to members:

February 11th—S. S. Governor Forbes, 18,877 bags of coffee.

February 15th—S. S. Newport, 21,637 bags of coffee.

PLACEMENT BUREAU

DISCHARGED SAILORS AND SOLDIERS

31. Executive position desired with local import and export firm by San Francisco business man just returned from Paris, speaks Spanish and French and is acquainted with markets in Europe and South America.

32. Discharged officer, age 23, university graduate, desires connection with good business house where industry and results will be rewarded; salary no consideration to begin with.

33. Young married man just released from U. S. Marine Corps, wishes position in city as general office assistant, four years experience.

34. Wanted position by mining machinery salesman, three years experience.

35. Position desired either bookkeeping or clerical by warehouse man, has had four years experience.

36. Discharged army officer, aviator, desires position with chance for advancement, three years experience assistant paymaster in large corporation.

37. A young man just discharged from the Merchant Marine, would like position with wholesale or retail hardware house, have had four years experience.

38. Graduate of University of California in Electrical Engineering, recently discharged from U. S. Army. Was Instructor in Electricity at Coast Artillery School, Ft. Monroe, Va. Has had two years of shop experience. Desires position with engineering concern or mercantile concern where this knowledge will be of value.

GENERAL APPLICATIONS

1326. Wanted management of Spanish Department of wholesale house. Thorough knowledge of trade conditions in Central America. Much experience in dealing with Latin-Americans.

1327. American with 12 years business experience in London wants to represent, negotiate or open up London office for progressive concern; excellent business and financial connections.

1328. Thoroughly experienced office man, married, capable of producing results, adjusting clerical tangles, credits, collections and export shipping. Local references A-1.

NEW EMPLOYMENT BUREAU

The women's and girl's division of the War Camp Community Service has recently established an Employment Division, the object of which is to assist in securing employment for women and girls who have given up their positions to returning soldiers, or who have been working in war industry now discontinued.

This bureau of the War Camp Community Service is working in cooperation with the Federal Employment Service, and is in a position to supply competent help in nearly all industries.

The office, 468 Flood Building, is open from 11.00 A. M. to 4:00 P. M. every day in the week, telephone Kearny 2800. By listing their positions with this bureau, San Francisco employers can help themselves and at the same time assist in solving a most important angle of the readustment work.

RED CROSS EMPLOYMENT SERVICE

The Home Service Section, San Francisco Chapter of the American Red Cross has informed the San Francisco Chamber of Commerce that it is making efforts to obtain direct from employers clerical opportunities for returned soldiers and sailors.

Recently there has appeared in the daily press a large number of clerical positions about one-half of which are listed with agencies who make a charge to the employee dependent on the amount of the salary, being generally 25% of the first month's salary. The Home Service Section will endeavor to furnish some of these opportunities to returned soldiers and sailors without any charge to them, and to that end it is preparing to send to the larger employers of San Francisco and vicinity, letters asking their cooperation in this matter.

The San Francisco Chamber of Commerce urges employers who receive these letters to give them every consideration possible.

STATE COMMITTEE ON READJUSTMENTS

"Do not withdraw the service flags from your window" is the urgent request made by the State Committee on Readjustment, to all California employers.

It was reported to the Executive Committee at its meeting yesterday, that a request had been published from some unknown source for a withdrawal of service flags, and realizing that the continued exhibition of these flags, with the system suggested by the State Committee, of circling the stars where fighting men have been replaced in their industrial positions, will be one of the greatest aids to California in the fulfillment of its obligation to its returning soldiers and sailors, The members of the Executive Committee were unanimous in deprecation of the suggestion that the flags be withdrawn.

General J. J. Borree, Chairman of the State Committee, in urging both employers and employees to see that a red circle is affixed around every star where a man has been replaced, stated that the Legislature has charged the State Committee with the task of fixing community responsibility for placement, and to this end it is hoped that within a few days the quota of every county, and in the larger cities the quota of every draft district, will be published so that every community will know the extent of its minimum responsibility in this regard.

TICKETS, NOT MONEY, ASKED FOR SOLDIERS

Request was made to the Secretary of War by General Borree, head of the State Committee on Readjustment, that when soldiers are demobilized, transportation to their former homes be provided at the time they are discharged.

The Committee states that payment in cash too often results in the discharged soldier staying in the congested communities and spending all of the money given him.

By furnishing limited railway tickets, non-transferable, and by supplying meal tickets for use en route instead of giving discharged men travel allowances in cash, the departure of the boys may be hastened, it is believed, to their own benefit.

LECTURES ON LATIN-AMERICA

The Chamber, in cooperation with the Foreign Trade Club, announces that Mr. George Welton Fishback, formerly United States Secretary of Legation to the Argentine Republic, Consular Inspector for South America and the West Indies and Diplomatic Envoy to Cuba, will give a course of twelve lectures on Latin-America during March.

The subjects to be covered are: resources, markets and trade opportunities; the consular service as an agent for the extension of our commerce abroad and the United States Diplomatic Service, its personnel and functions.

Mr. Fishback is now lecturer at the University of California and well informed upon matters connected with Latin-America. He is familiar with its physical characteristics, language, manners, monetary system, customs, etc.

All of the countries of Latin-America including Mexico, Central and South America will be given attention by Mr. Fishback. The individual characteristics of the countries, the peoples, what they produce and sell and to whom, also what they consume and want to buy, their methods of commercial transactions, steamship, harbor and transportation facilities are all matters with which Mr. Fishback is thoroughly familiar.

Enrollment for these lectures can be made at offices of Chamber, the Foreign Trade Club, the Commercial Bank of South America or at the St. Francis Hotel. Time of lectures: Monday, Wednesday and Friday, 1 to 2 P. M. Room 237 Merchants Exchange Building, 8 to 9 P. M. St. Francis Hotel.

SAN FRANCISCO DISTRICT FREIGHT TRAFFIC COMMITTEE—DOCKETS

Docket 955—Manganese, carloads, actual value not to exceed $20.00 per ton of 2,000 pounds, from Tres Pinos, Cal. to San Francisco. Proposal to cancel present commodity rate.

Docket 956—Acetate of lime, carloads. Proposal to reduce commodity rates from Michigan, Missouri, Tennessee and Wisconsin points to Pacific Coast Terminals, for export.

Docket 959—Vegetables, carloads. Proposal to establish through rates from California to Brandon and Portage la Prairie, Minn.

Docket 960—Vegetables. Proposal to establish minimum carload weight of 24,000 pounds from points in Mexico to California Terminals.

Docket 961—Live stock. Proposal to cancel present arrangement in tariffs and other publications, authorizing refund of fares paid by men sent out and returned as caretakers of live stock.

Docket 964—Cabbage and potatoes, onions, onion sets, carrots, turnips, parsnips or beets, mixed carloads. Proposal to reduce rates from California Terminals and Intermediates to points in Eastern Defined Territory, Groups D to J inclusive.

Docket 965—Special Engine Service between points on lines of the Southern Pacific, A. T. & S. F. Ry., Los Angeles & Salt Lake, Western Pacific, Northwestern Pacific and Arizona & Eastern.

Docket 966—Toy drums, carloads, Eastern Defined Territories to California Terminals and Points taking Intermediate Rates. Proposal to change description in T. C. F. B. 1-Q, I. C. C. 1048, to read "Drums, Drum heads, nested."

Docket 973—Merry-go-rounds and Ferris Wheel Outfits, carloads, in Pacific Coast territory. Proposal to cancel stopover privilege as provided in P. F. T. B. Exception Sheet No. 1-F.

Docket 974—Canned goods, dried fruit and edible nuts, California to points on the Great Northern Railroad, west of Minot, N. D. Proposal to establish same rates on above to points on the Great Northern, west of Minot, N. D., as now apply to Mandan, N. D. on the Northern Pacific Railroad and Mobridge, S. D., on the C. M. & St. P. R. R.

Docket 975—Transit privileges, milling, cleaning, storing or otherwise treating in transit of grain and grain products, carloads. Proposed to add to present rule reading: "Only one stop for milling, cleaning, storing or treating, (except malting), as provided herein will be permitted," the following: "Except that on commodities which have been stored in transit one additional stop will be permitted for the purpose of milling, cleaning, and/or treating, (except malting), as provided herein."

Docket 977—Dried felt, carloads. Proposal to reduce rate Pacific Coast Terminals and Intermediates to Group "J" territory, from 87½ cents to 62½ cents per 100 lbs.

Docket 978—Prepared wax, wood stain, varnish, wood filler, lubricating oil, carbon remover, paint and varnish remover, mixed carloads, Racine, Wis. to Pacific Coast ports for export. Proposal to reduce rate from $2.00 per ton to $1.50 per ton, minimum weight 36,000 lbs.

Docket 981—Switching of Less Carload Freight. Proposal to cancel items in tariffs of A. T. & S. F., L. A. & S. L., Southern Pacific and Western Pacific providing for switching of less carload freight.

Docket 984—Asphaltum, carloads. Proposal to cancel present rate of 19 cents per 100 lbs. from Roadamite to San Francisco, Cal.

Docket 985—Machinery, Second-hand, iron or steel pipe, second-hand, and iron or steel tanks, second-hand, straight or mixed carloads, from Dayton, Nevada, to San Francisco and Oakland, Cal. Proposal to cancel present commodity rate.

Docket 991—Acid, in carboys, iron drums or tank cars, carloads, San Francisco and Oakland, to Melrose, Cal. Proposal to cancel present commodity rate.

Docket 992—Cans, tin, in boxes or crates, carloads, San Francisco to Santa Rosa, Cal. Proposal to cancel present commodity rate.

CONSERVATION OF EQUIPMENT

The Traffic Bureau is in receipt of Circular No. 104 from the National Industrial Traffic League, from which the following is quoted for the guidance of members:

"If it be thought that the improved car supply which exists at the present time makes it less necessary to load cars to full capacity, it should be borne in mind that a return to the old practice of light loading would speedily bring about another car shortage and congestion, by reason of the increased number of cars used to carry a given tonnage. Numerous shippers have volunteered the information that it is their purpose to continue to make the fullest use of equipment, maintaining records established during the war, regardless of tariff minima. They apparently realize the advantages gained which will prevent useless waste and a return to transportation conditions which formerly prevailed."

CHAMBER REPRESENTED AT READJUSTMENT CONGRESS

Mr. George C. Boardman, Vice-President San Francisco Chamber of Commerce, left Saturday last for Omaha to attend the Trans-Mississippi Readjustment Congress. This important event will be attended by delegates from every part of the country and its purposes are to accomplish for agricultural and livestock districts of the West what the recent Atlantic City meeting of the United States Chamber did for the industrial and commercial communities of the East.

UNIFORM PORT CHARGES

Under date of February 13th the Chamber telegraphed Mr. Edward Chambers, Director of Traffic, United States Railroad Administration, urging the prompt publication and earliest possible effective date of the rules, regulations and application of rates governing export and import freight traffic through Pacific Coast ports, as covered by Western Freight Traffic Committee applications Nos. 1221 and 1223. This telegram has been supplemented by a letter in which the adoption of the Western Freight Traffic Committee's recommendations is earnestly urged and which goes fully into our reasons for presenting our recommendations.

PROPOSED MINIMUM CARLOAD WEIGHTS

The Traffic Bureau has received a communication from the San Francisco District Freight Traffic Committee, from which the following is quoted for the information of members:

"The Western Freight Traffic Committee, Chicago, Illinois, has set down for hearing at 10:00 A. M., Wednesday, February 26, 1919, Room 1909 Transportation Building, Chicago, the question of minimum weights for the future on a considerable number of commodities upon which the Food Administration has heretofore fixed the minimum weight that might be shipped."

A list of the proposed minimum weights is on file with the Traffic Bureau, where inspection may be had. The Traffic Bureau will also be pleased to answer any telephone inquiries concerning same.

BUSINESS CHANGES

The well known firm of Magnus & Lauer, who are manufacturers of fountain fruit syrup, specializing particularly on "Magnus Root Beer," have announced change of name. Hereafter they will be known as Magnus Fruit Products Company. There is no change in the personnel of the firm.

Mr. Lewis G. Henes, who has heretofore maintained offices in the Monadnock Building, has moved to 75 Fremont Street, where he has acquired ground floor show-rooms to exhibit his stock of high grade machine tools, including lathes, milling machines, shapers, turret lathes, drilling machines and others. In addition to the stock just mentioned electric traveling cranes, steam hammers and heavy railroad shop tools will also be handled.

Mr. Henes maintains branch offices in Los Angeles.

Mr. George T. Kilham wishes to announce the opening of his office in the Merchants Exchange Building where he will conduct a general brokerage business in import and export goods.

SITES WANTED

The Industrial Department is in receipt of an inquiry from an individual desiring to obtain a two story building 100x100 feet square with freight elevators and railroad siding and some extra room for expansion.

The above department is also in receipt of an inquiry for a factory site in the vicinity of Stege in Contra Costa County.

BIDS

Bids will be opened at the office of the U. S. Engineer, 405 Custom House, San Francisco, on March 3rd for dry-docking and repairing U. S. Snagboat "Seizer."

Proposals will be opened by the Zone Supply Officer, Salvage Division, Fort Mason, on March 5th for the purchase and removal of cotton, denim, canvas, padding and old cotton rags.

The Camp Supply Officer, Camp Kearny, Cal., is offering for sale 7,000 used gas masks. These masks are of value to fire departments, metal foundries, chemical manufacturers and mining companies.

Bids will be opened at the Zone General Supply Depot at Fort Mason on February 21st for miscellaneous supplies including hardware and plumbing supplies, linseed oil, lead, paint, varnish, rope, and sawdust; and on February 24th for fresh apples. Details and specifications are on file in the Exchange Hall of the Chamber of Commerce.

CHAMBER URGES EXTENSION OF TIME FOR FILING INCOME RETURNS

The Board of Directors of the Chamber at its meeting on Thursday, February 13th, went on record as in favor of an extension of time for filing Federal Income Tax returns for a period of sixty days.

The Board also took action favoring the orderly return of cable, telegraph and telephone lines to the private companies.

At the request of the Hawaii Promotion Committee, of Honolulu, the Board considered the matter of requesting discontinuance of the rule requiring permits for parties desiring to go from Pacific Coast ports to Honolulu. It was decided to take action as requested.

ATTENTION METAL WORKERS

There is on file in the office of the Industrial Department of the Chamber of Commerce, the particulars expressing the desire of an Eastern manufacturing concern to have a gasoline service station pump manufactured in this city, in quantities of 50 or 100 at a time. The apparatus is made entirely of brass valves and iron pipe with an automobile iron covering.

The correspondent will ship a pump to this city as a sample, and will send along an expert to direct the construction details.

This subject should be of interest to metal working establishments, who are equipped to do either brass casting or brass machine work, and to sheet metal workers who are equipped to manufacture a simple sheet metal sheathing for the mechanism of the device.

The file of correspondence will gladly be placed before an interested person applying at the offices of the Chamber.

BUSINESS OPPORTUNITIES

Horace G. Horstman, 525 W. 12th Street, Port Angeles, Wash., is in the market to dispose of fir cross arms for electric light, telephone or telegraph lines.

Gurney Bros. Co., 122 Main Street, Brockton, Mass., is in the market for 200 gold nuggets.

H. S. McKee, c/o Goiners, Ltd., Edmonton, South Alberta, Canada, is in the market to dispose of dry bones and horns.

Flexotile Floor Co., Rockford, Ill., is in the market for chloride of magnesium.

Cooperative Products Co., 317 W. Adams Street, Chicago, Ill., desires to secure accounts to represent San Francisco manufacturers of hardware and drug lines in that market.

New England Furniture Co., 144 W. Sycamore Street, Willows, Cal., is in the market for incubators.

Boeseke-Dawe Co., 710 State Street, Santa Barbara, Cal., is in the market for fireplace screens.

Hilo Gas Co., Hilo, T. H., desires to get in touch with manufacturers of macaroni machinery.

R. N. Witeside, Box 26, Willits, Cal., is in the market for dry goods, wholesale.

Tiessen & Waegell, Sacramento, Cal., are in the market for linoleums, rugs, crockery, kitchen chairs, etc., wholesale.

Wm. Wolff & Co., 24 California Street, San Francisco, desires to get in touch with a manufacturer of Spanish and Italian olive oil.

John F. Leinen Sanitation Company, New Call Building, desires to get in touch with firms that are losing money through rat and insect infection.

SPUR TRACK PROPERTY

50,000 square feet of floor space on track available to long lease after after April 1st. Industrial Department.

Knight-Counihan Printing Co.

SAN FRANCISCO
CHAMBER *of* COMMERCE ACTIVITIES

ATTEND

6th National Foreign Trade Convention April 24, 25, 26, Chicago ~ ~ ~ ~

7th Annual Meeting Chamber of Commerce of U.S.A., April 29, 30, May 1, St. Louis

Volume 6 — The Commercial, Financial, Industrial and Governmental Metropolis of the Pacific Coast — Every Thursday —— February 27, 1919 — Number 9

Manager of Chamber to Visit Japan

Robert Newton Lynch, Vice-President and Manager of the Chamber of Commerce will sail for Japan on March 8th, expecting to consult with officials of the Tokio Chamber of Commerce and those of other commercial organizations in Japan. Reciprocal calls will also be made on the various commercial representatives of Japan who have visited San Francisco in the last three or four years with the idea of cultivating closer commercial relations between San Francisco and Japan.

Coincident with Mr. Lynch's trip, Mr. Wallace M. Alexander is making a business trip to the Orient and inasmuch as Mr. Alexander is Chairman of the Japanese Relations Committee, he will have occasion to call on Baron Shibusawa, the head of the Japanese-American Relations Committee in Tokio.

Both Mr. Lynch and Mr. Alexander hope to return the many calls that have been made by prominent representatives from Japan on the San Francisco Chamber thus taking advantage of the cordial and oft-repeated invitations extended to confer with our neighbors across the Pacific in their own country.

THE EXPORT AND IMPORT SITUATION

The San Francisco Chamber of Commerce fully realizing the vital interest to this city as well as the entire Pacific Coast of retaining the foreign commerce tributary to it has been most active in endeavoring to have the Railroad Administration restore without delay the proportional import and export rates which were in effect prior to June 24th last. Its various committees representing those more particularly interested have been devoting a large share of attention to this question; it has submitted to the Railroad Administration a petition giving all the arguments possible for influencing their restoration and a strong representative committee was to have been sent to Washington to further press the claims of the city. Owing to assurances received from Washington that favorable action might be expected within the next few days the departure of the delegation has been delayed awaiting advice of the action taken and while the assurances received do not state that the old rates will be restored in their entirety they do state that the Railroad Administration in conjunction with the Shipping Board will make such rail and ocean rates via the Pacific Coast as will place it in a position to successfully compete with the longer ocean haul through the Panama Canal to and from the Atlantic. Should the decision, when announced, be unsatisfactory, the delegation will immediately proceed to Washington and bring every possible pressure to bear that will result in a satisfactory adjustment of this entire question. While every effort of the Chamber had and will continue to be exerted in this direction it is felt that to send a delegation East now when the Railroad Administration has indicated it was unnecessary in view of the clear statement submitted might be embarrassing to the committee and be not appreciated by the Administration or the Shipping Board.

VICE-PRESIDENT BOARDMAN REPORTS SUCCESSFUL MEETING AT OMAHA

Geo. C. Boardman, representing the San Francisco Chamber of Commerce at the Trans-Mississippi Readjustment Congress at Omaha on February 18th, 19th and 20th, advises the Chamber by wire that many important matters were considered at the convention. Strong resolutions were adopted favoring the return of ships to private owners; demand was made for immediate reduction in export and import rail rates; relief was asked for shipowners engaged in foreign competition and it was also requested that U. S. Shipping Board boats be given to private operators.

Those assembled at the Convention were greatly pleased to have a representative from San Francisco and much attention and consideration were given to the ideas and suggestions submitted by Mr. Boardman.

DUN'S REVIEW

Retail distribution of dry goods, notions and kindred lines continues satisfactory for the season but order placing among wholesalers and jobbers is still below normal. In face of continued high quotations by factories, jobbers are disposed to make some concessions to the trade in order to stimulate business and as some goods still remain, bought at lower levels, they are taking very little if any loss. Traders in this department have become reconciled to the plan of buying only for immediate wants and until there is assurance that prices have reached a more permanent level, it will continue on that basis. Collections in this department continue good.

Local lumber dealers have just made a voluntary reduction in prices for most grades approximating $2 per thousand board feet. This was done in an effort to stimulate building and while it is too early to predict the success of the plan, some gratification is expressed at the interest it has created.

Wholesale dealers in cigars and tobacco complain of difficulty in obtaining full deliveries due to curtailed production and to uncertainty in tax matters. Retail trade holds up well. Surplus stocks are rapidly disappearing but dealers are content to trade more on a pre-war basis, buying only for short-period needs.

The labor disturbance here is more of a threatening nature than actual, but nothwithstandnig is of material consideration and is not without its depressing affect.

Cloak, suit, dress and other manufacturers of wearing apparel are seasonably active but the volume of orders is reported behind last year. In suit and dress departments the market is well supplied with serges and other staples but is somewhat light on colors and fancy pieces. Silks at wholesale are moving satisfactorily with prices fairly firm with woolens and trimmings fairly active.

THE UNIVERSITY OF CALIFORNIA ANNOUNCES FOUR EXTENSION LECTURES ON AMERICANIZATION

1. The Economics of Immigration, by Solomon Blum, Ph.D., Associate Professor of Economics, Wednesday, March 5th.

2. Practical Problems of Americanization, by Mr. Robert Hunter, Wednesday, March 12th.

3. Immigration and Race Problems, by A. L. Kroeber, Ph.D., Associate Professor of Anthropology, and Curator of the Anthropological Museum, Wednesday, March 19th.

4. The Opportunity of America, by George P. Adams, Ph.D., Associate Professor of Philosophy, Wednesday, March 26th.

Room 11, Wheeler Hall. Lectures will begin at 8 o'clock. The public will be welcome.

REFERENDUM ON TRUST LAW

The Chamber of Commerce of the United States has issued Referendum No. 26 on the report of the Federal Trade Committee of the Chamber regarding trust legislation. The report of the committee which is to be confirmed or rejected by the vote of the organizations of the Chamber in fulfillment of this referendum, is to the following effect:

The Federal Trade Committee of the Chamber recommends:

That Congress should at once consider all statutes constituting anti-trust legislation.

That there should be formulated standards of general business conduct to be administered by supervisory bodies.

That an enlarged Federal Trade Commission should be made the supervisory body.

That the membership of the Federal Trade Commission should be increased from five to nine.

TRADE AT A GLANCE BY BRADSTREETS

SAN FRANCISCO

Wholesale and Jobbing Trade—Good.
Retail Trade—Good.
Manufacturing and Industry—Good.
Collections—Fair.
General conditions good.

SEATTLE

Wholesale and Jobbing Trade—Good.
Retail Trade—Better.
Manufacturing and Industry—Fair.
Collections—Fair.
Unemployed more numerous.

PORTLAND

Wholesale and Retail Trade—Fair.
Manufacturing and Industry—Fair.
Collections—Good.
Weather favorable to grain crop.

TACOMA

Wholesale and Jobbing Trade—Fair.
Retail Trade—Fair.
Manufacturing and Industry—Quiet.
Collections—Fair.

SPOKANE

Wholesale and Jobbing Trade—Fair.
Retail Trade—Good.
Manufacturing and Industry—Quiet.
Collections—Good.

LOS ANGELES

Manufacturing and Industry—Fair.
Retail Trade—Fair.
Wholesale Trade—Good.
Collections—Good.
Citrus crop heaviest in recent years.

HOME INDUSTRY LEAGUE EFFECTING SHOW PLANS

The Municipal Auditorium has been selected for the California Industries and Land Show to be held by the Home Industry League of California October 4th to 19th.

The announcement was made yesterday at the Home Industry League Luncheon at the Palace Hotel, by R. R. Rogers, a member of the Executive Committee of the League.

"Our reasons for changing from a show to be held under canvas at Market and Eighth Streets, as heretofore announced" declared Mr. Rogers are numerous. Our conclusion was reached after a serious deliberation and consultation with the board of supervisors.

The board assured us of their support and of the interest of the various city departments in the forthcoming event.

We are beginning what is to be a permanent and annual event in San Francisco for the entire State of California, an exploitation of California products of every description.

It seems most fitting, according to all interested to begin this event in our own auditorium.

We shall have in addition to a delightful center for a beautiful Land and Industrial Show, the privilege of the Exposition organ and Lemare to play it for us.

There will be better facilities for caring for crowds, better ventilation, security against weather inclemencies, a better arrangement for decorations which in this instance will reflect the woods, the flowers, the scenery, the missions and the art of California.

The Home Industry League Land Show Executive Committee includes F. D. Fagan, Chairman; R. R. Rogers and F. L. Washburn. Edward H. Brown manager of the League will act as General Manager of the Land Show.

NOTES FROM STATE COMMITTEE ON READJUSTMENT

The State Committee on Readjustment at its meeting Monday, was attended by: General J. J. Borree, Chairman, Mrs. Robert Burdette, Mrs. Aaron Schloss, Ralph P. Merritt, John A. O'Connell, Stanley B. Wilson, George I. Cochran and Robert Newton Lynch.

One of the matters considered, aside from plans for immediate placing of discharged soldiers, was for aiding agriculturists in need of finances, for farm equipment for production of food supply and for employment of soldiers in farming.

The Committee unanimously approved of the "Stanislaus Plan" for community financing of approved applicants, and requested the California Development Board, which cooperated with the State Council of Defense, to continue this year its valuable promotion and administration of the system that brought such marked results last season in Stanislaus and several other counties.

Inquiries coming in from several sections call for information as to methods of operation under the Stanislaus Plan.

The Committee gives the following statement of the scope and operation of the plan:

"It is an emergency measure and contemplates making loans to no person having banking credit. Its purpose is to help in a financial way frugal, industrious farmers who desire to increase farm production, but are short of credit or funds with which to enlarge their operations.

No farmer should hesitate to avail himself of this financial aid. This underwriting plan is simple—those in the county having credit loan that credit to the farmer having no bankable security, that he may produce more food for our armies and allies. These guarantors or underwriters subscribe to a list in such amounts as they deem proper and to that extent only guarantee their credit. These underwriters then elect five trustees who officially, and with authority pass upon all applicants for loans, obtaining such security and protection as reasonably may be justified by the applicant's present possessions or crop prospects."

CHAMBER OF COMMERCE OF THE UNITED STATES SELECTED BY HURLEY TO CONSIDER SHIPPING PROBLEM

Considerable interest has been aroused by the request of Edward N. Hurley, Chairman of the United States Shipping Board that the Chamber of Commerce of the United States call a national conference of the best business, banking, shipping and labor experts in the country and to prepare through this conference a number of plans for the best operation of our merchant marine, the Shipping Board to furnish the domestic and foreign data, covering facilities, labor, trade routes, costs, fuel supply, coaling stations and other necessary information.

President Koster to be Member of Committee Appointed by National Chamber

Mr. Harry A. Wheeler, President of National Chamber, in response to the request of Mr. Hurley, has appointed a Committee on Ocean Transportation and has asked Mr. Frederick J. Koster, President of this Chamber to serve as a member.

Other members of this Committee are:

Edward B. Burling, Washington, D. C., Chairman.

Albert G. Smith, President Ward Line, New York, N. Y.

Homer E. Ferguson, President, Newport News Shipbuilding and Drydock Co., Newport News, Va.

M. E. Farr, President, American Shipbuilding Co., Cleveland, O.

John N. Thomas, International Mercantile Marine, New York, N. Y.

S. J. Rothwell, Bay State Milling Co., Boston, Mass.

E. R. Erskine, President, Studebaker Co., South Bend, Ind.

Fuller E. Galloway, La Grange, Ga.

Robert E. Dunham, Armour & Co., Chicago.

L. H. Shearman, Vice-President, W. R. Grace & Co., New York, N. Y.

B. F. Harris, Champlain, Illinois.

J. F. Deere, Burlington, Iowa.

In urging acceptance of the appointment, Mr. Wheeler points to the vital importance of the question of a sound merchant marine policy, stating that plans for national defense in future and the prosperity of our people from the standpoint of the export of our products depend upon it.

TRANS-PACIFIC MAILS

The following sailing dates and closing times of Trans-Pacific Mails are based on the latest information furnished by steamship companies. They are subject to change on notice. Paper mail for Hawaiian and Philippine Islands closes one hour earlier than time given.

Destination	Steamer	Leave	Date	Ordinary Mail Closes Ferry	Registered Mail Closes Ferry
Australia and West Australia	Sonoma	S. F.	Mar. 4	11:30am	11:00 am
New Zealand	Moana	S. F.	Feb.28	8:30 am	8:00 am
	Sonoma	S. F.	Mar. 4	11:30 am	11:00 am
China and Japan	Manila Maru	Seattle	Feb.28	9:20 am.Feb.26	8:00 pm.Feb.25
	Chicago Maru	Seattle	Mar. 3	9:20 am.Mar. 1	8:00 pm.Feb.28
	Siberia Maru	S. F.	Mar. 7	10:30 am	10:00 am
Hongkong	Manila Maru	Seattle	Mar. 1	9:20 am.Feb.27	8.00 pm.Feb.26
	Chicago Maru	Seattle	Mar. 4	9:20 am.Mar. 2	8:00 pm.Mar. 1
	Siberia Maru	S. F.	Mar. 8	10:30 am	10:00 am
Straits Settlements	Manila Maru	Seattle	Mar. 1	9.20 am.Feb.27	8:00 pm.Feb.26
	Chicago Maru	Seattle	Mar. 4	9:20 am.Mar. 2	8:00 pm.Mar. 1
	Siberia Maru	S. F.	Mar. 8	10:30 am	10:00 am
Dutch East Indies	Manila Maru	Seattle	Feb.28	9:20 am.Feb.26	8:00 pm.Feb.25
	Chicago Maru	Seattle	Mar. 3	9:20 am.Mar. 1	8:00 pm.Feb.28
	Siberia Maru	S. F.	Mar. 7	10:30 am	10:00 am
Hawaii	Sonoma	S. F.	Mar. 4	12:30 pm.	12:00 m
	Transport	S. F.	Mar. 5	9:00 am	8:30 am
	Siberia Maru	S. F.	Mar. 8	11:30 am	11.00 am
Manila, P. I.	Manila Maru	Seattle	Mar. 1	9:20 am.Feb.27	8:00 pm.Feb.26
	Chicago Maru	Seattle	Mar. 4	9:20 am.Mar. 2	8:00 pm.Mar. 1
	Ecuador	S. F.	Mar. 8	10.30 am	10:00 am
Tahiti	Moana	S. F.	Feb.28	8:30 am	8:00 am

San Francisco Chamber of Commerce Activities

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Merchants Exchange Building
465 California Street
San Francisco

For What You Want to Know —— Call KEARNY 112

CABLE CENSORSHIP RELAXED

The Foreign Trade Department of the San Francisco Chamber of Commerce in response to inquiry is in receipt of the following telegram from the Chief Cable Censor at Washington:

"For your information "Regulations of U. S. Cable Censorship" will no longer be enforced on normally routed cablegrams which both originate and terminate in the United States, Alaska, Porto Rico, Virgin Islands, Hawaiian Islands, Philippine Islands, or any other island possessions of the United States in the Pacific."

PATRIOTIC CITIZENS WHO MAY ATTEND CHICAGO CONVENTION

The following business men have signified their intention of attending the National Foreign Trade Convention in Chicago on April 24th, 25th and 26th with the hope of securing the 1920 convention for San Francisco. Of course their going depends upon no unforseen circumstance arising.

Name of Firm	Name of Delegate
American Trading Company	A Representative
*F. E. Booth & Company	J. G. Jessie
California Packing Corporation	C. H. Bentley
*California Sugar & White Pine Co.	F. E. Sayre
*Dill-Crosett, Inc.	N. M. Crosett
The Robert Dollar Company	Robert Dollar
*E. G. Du Pont Powder Co.	W. A. Joslyn
William Fisher Company	Wm. Fisher
General Paper Company	Quincy P. Emery
H. B. King Sales Agency	H. B. King
Meese & Gottfried	Constant Meese
Norton Lilly & Company	W. J. Edwards
Pt. Richmond Commercial Club	H. G. Stidham
The J. H. W. Steele Co.	A. R. Malcolm
U. S. Steel Products Corp.	A. T. DeForest

*May have to go earlier and will join delegation in Chicago.

WHO'S NEXT?

FOREIGN TRADE OPPORTUNITIES

3020. San Francisco (Cal.) Local representative of Danish Government desires to get in touch with merchants interested in the importation of matches from Denmark.

3021. Manila (P. I.) Established firm desires to get in touch with exporters of gasoline in cases of 10 gallons each.

3022. Tokio (Japan). Japanese firm desires to get in touch with importers of phonograph needles. Prices and details on file.

3023. Paris (France). Established firm desires to get in touch with manufacturers and exporters desiring representation in France and the Balkans.

3024. San Francisco (California). Local representative of Danish Government desires to get in touch with exporters of grain and feedstuffs.

3025. Genoa (Italy). Commission merchants desires to secure the agency for Italy of manufacturers and exporters.

3026. Sydney (Australia). Party desires to represent in New South Wales local exporters and manufacturers. Particularly interested in typewriter and duplicator supplies, office equipment, general stationery lines, oils, paints and varnishes, toilet specialties, etc.

3027. Venice (Italy). Agent desires to represent in Italy manufacturers of metal working machine and hand tools, woodworking machine and hand tools, technical materials for industries, chemical products for industries.

3028. Marseilles (France). French Lieutenant desires to secure the agency for France for local exporters and manufacturers. Particularly interested in preserves, dried fruits, canned salmon, pineapple, etc.

EUROPEAN STEAMSHIP LINES CONTEMPLATE DIRECT SERVICE TO SAN FRANCISCO

The Chamber of Commerce has been in touch with representatives of several European steamship companies who have made request for specific information as to the possibilities and advantages of establishing direct service between the Coast ports and the European countries. Data has been compiled by the Foreign Trade Department, giving arguments and reasons why steamship lines should come to San Francisco and offering substantial guarantees that sufficient business would be forthcoming.

Every possible encouragement is being given to the proposals of the foreign steamship lines and it is hoped that this Chamber may shortly announce the names of the companies now giving consideration to San Francisco and other Pacific ports.

There is naturally much serious thought to be given before the move is finally agreed upon, but the Chamber feels that a thorough investigation will only serve to make the companies anxious to bring their boats here.

HOW?

Can you learn the requirements of foreign markets?
Can you get credit information on foreign business houses?
Can you advertise your products in foreign countries?
Can you finance your foreign trade?
Can you amend our laws to make American shipping profitable?
Can you combine with other exporters?
Can you start an export business?
Can you keep your factory busy and your men employed?
Can you decide between direct and commission selling?
Can you best train your men to handle foreign trade?

If you are interested in these questions,
You will be interested in this Convention.

Sixth National Foreign Trade Convention

CONGRESS HOTEL
CHICAGO, ILL.
April 24, 25, 26, 1919

For Information Address
FOREIGN TRADE DEPT.
SAN FRANCISCO CHAMBER
OF COMMERCE

CHARITIES ENDORSEMENT COMMITTEE

WAR AGENCIES AND LOCAL AGENCIES

The Charities Endorsement Committee has taken under consideration the question of voluntary war agencies appealing for funds to perform war relief abroad, converting their organizations into fund raising machines for local needs.

The splendid work of these war agencies and the untiring zeal of the personnel connected with them merit the highest commendation and respect.

The end of the war is bringing to a close the activities of these voluntary war agencies, and it is felt by many that the training and experience gained by the people conducting these voluntary war agencies, would be of the greatest service in the local charitable field.

The Charities Endorsement Committee has carefully canvassed the local situation, and is of the opinion, that any increase of fund raising organizations would be a needless duplication of effort in the local field already covered by long established social agencies.

The opportunities for personal help and service in caring for our own problems are great, and these services would undoubtedly be welcomed by the already existing agencies, whereas, an increased multiplicity of appeals will tend to confusion and annoyance, and in no way solve the problem of general local relief.

RESOLUTION ADOPTED

As a result of careful study, investigation and consultation, the Charities Endorsement Committee has adopted the following resolution.

"The Charities Endorsement Committee of the San Francisco Chamber of Commerce is unanimously of the opinion that the war now being over, a return to peace time methods of raising funds for local charitable organizations is desirable."

MARINE DEPARTMENT

Pacific Mail Liner Newport arriving here last week from Central American ports brought $201,606.67 in treasure, 22,437 bags coffee and shipments of cocoa, ore, sisal and dry fish.

W. R. Grace & Company have notified this department that the company's next steamer for Peru and Chile will be the Steamer Santa Inez leaving here middle of March.

King Coal Company of this city loaded 8,000 tons of coal aboard the Steamer West Erral last week to be delivered in Honolulu.

The Alaska Packers' Steamer Kvichak, from Grays Harbor, had 175,000 feet of lumber and 25,000 bundles of shooks, for owners account, on last arrival here. The steamer has made several trips to Washington ports the past two months transporting box material for next season's salmon pack.

The Union Steamship Company, of New Zealand, have named their new steamers Wairuna and Waitemata. These will replace vessels of like names which were sunk during the war. Both steamers will leave London very shortly for this coast, to be put on the run between Australian and New Zealand ports and Pacific Coast ports.

The U. S. Shipping Board Steamer Yamhill left here on the 19th for New York via Porto Rican ports, taking a very large cargo of California products, one of the principal items being a big consignment of native rice, shipped by W. T. Welisch & Co.

Steamer H. J. Lovejoy arrived here last week from the Northern Coast with 900 tons rice aboard.

The Caspar Lumber Company's Steamer Lakme, which has been undergoing a thorough overhauling for the past two months, sailed for Caspar on the 18th to resume operation on the California Coast trade.

The following steamers are scheduled to sail from San Francisco for New York direct, in the near future: Abrigada, Williams Dimond & Co., agents, loading February 15th, sailing end February. The Broncho, W. R. Grace & Co., agents, loads February 10th and sails March 1st, and the Steamer Saris, Luckenbach S. S. Co., agents, starts loading February 25th, receiving quick despatch.

The Gulf Mail S. S. Company announce that they will place the Steamer Joan of Arc on the berth at San Francisco, early April sailing, for Balboa and ports of Colombia, Ecuador, Peru and Chile, followed by the Georgina Rolph about April 21st. From Seattle about April 9th, they will dispatch the Steamer Annette Rolph, same ports.

The Swedish Motorship Kronprinsessan Margareta of the Johnson Line, operating between Pacific Coast and Scandinavian ports, under the supervision of W. R. Grace & Co., will load at San Francisco March-April, for Gothenburg, etc.

Consigned to Mitsui & Co., the Japanese Steamer Tenpaisan Maru, arrived here February 18th from Kobe direct, to load outward for Yokohama and Kobe, for the Trans-Oceanic Company. The vessel brought 2,000 sacks beans and 1000 cases camphor for local merchants.

The Ocean Shipping Agencies, Inc., announce that they will have a steamer sailing from San Francisco for Vladivostock direct, if sufficient inducements offer, in the near future.

Thomas Crowley's Schooner John & Winthrop arrived at Papeete February 13th from Auckland, to load a cargo of copra for discharge at this port.

WHAT THE DEPARTMENT OF CIVILIAN RELIEF IS DOING

The families of 250,000 soldiers and sailors are now under the care of the American Red Cross; 15,000 communities are organized for Home Service; 50,000 men and women are serving as Home Service workers.

This work extends to practically every county in the United States.

There are about 3,700 chapters and many branches.

Only about fifty chapters in the United States are wtihout a Home Service section.

COMPLAINTS REGARDING TELEGRAPH SERVICE SHOULD BE REPORTED

The Chamber has been in receipt of a number of complaints regarding the present method of delivery of night letters and other telegrams. This office is very desirous of gathering information regarding such complaints and would request members to forward any data along this line to the Chamber so that if there is just cause for complaint proper representations may be made on the subject.

IMPORTANT AMERICANIZATION BILL BEFORE CONGRESS

Senate Bill 5464 to Provide Federal Aid to States—Aims Both to Eradicate Illiteracy and to Promote Americanization.

A bill which is the direct outgrowth of the great Americanization conference called by the Secretary of the Interior and held in Washington in April, 1918, has been finally prepared for Congress and introduced in the Senate by Senator Hoke Smith, Chairman of the Committee on Education and Labor. This bill provides Federal funds to be distributed among the States for the eradication of adult illiteracy and for the Americanization of foreign-born peoples. This bill answers the need which has long concerned all those interested in Americanization work.

SCOPE OF BILL

The breadth of vision which inspired the bill is indicated in the preamble, which reads as follows:

"To promote the education of native illiterates, of persons unable to understand and use the English language and of other resident persons of foreign birth; to provide for cooperation with the States in the education of such persons in the English language, the fundamental principles of government and citizenship, the elements of knowledge pertaining to self-support and home making, and in such other work as will assist in preparing such illiterates and foreign-born persons for successful living and intelligent American citizenship."

UNDER DEPARTMENT OF INTERIOR

Briefly the bill authorizes and directs the Secretary of the Interior, through the Bureau of Education and in cooperation with any other Federal agencies which may be able through their existing organizations to furnish assistance therein, to coopertae with the several States, in the education of illiterates, of persons unable to understand, speak, read, or write the English language, and all other resident persons of foreign birth, and in the training and preparation of teachers, supervisors, and directors for such educational work.

STATE AID

For distribution among the States for the provision of such educational work the sum of $5,000,000 is appropriated for the fiscal year ending June 30, 1919, and $12,500,000 for each fiscal year thereafter until June 30, 1926. To secure these funds each State must appropriate and use for such educational work and amount equal to that allotted by the United States. The money is to be distributed among the States pro rata according to the number of persons in such State 10 years of age and over, illiterate or unable to speak the English language, compared to the total number of such persons in the United States, according to the last census.

The bill provides that each State shall authorize its department of education or chief school office to cooperate with the United States in the edneational work.

The money received from the United States or appropriated equal thereto by the States themselves may not be applied directly or indirectly to the purchase or repair of any buildings or equipment nor for the support of any religious or privately owned and conducted school or institution. Such money shall be expended only in the provision of educational facilities for such illiterates and foreign-born people subject to such rules as the Secretary of the Interior may deem necessary.

A most important provision is that each State shall pass a law requirig the instruction for not less than 200 hours per annum of all minors more than 16 years of age, illiterate or unable to speak, read, or write the English language until such minors have completed a course in English generally equivalent to that supplied by a third-grade school.

A further appropriation to be used by the States in preparing teachers, supervisors, and directors for educational work under the act is made of $250,000 for the fiscal year ending June 30, 1919, and $750,000 annually thereafter. This money is also to be distributed among the States and must be met by the investment of an equal amount.

FUNDS FOR IMMEDIATE WORK

The bill further provides the sum of $250,000 for the balance of the present fiscal year and $1,000,000 annually thereafter "for the purpose of administering, carrying out, and enforcing the provisions of this act; for cooperative work hereunder, for investigations, studies, and reports through the Bureau of Education, for salaries of officers and assistants, other office and incidental expenses, including the cost of printing, personal services in the District of Columbia and elsewhere, necessary traveling expenses of employees, stationery, office furniture, and equipment and any other expenses necessary in the administration of the act."

The act is to take effect immediately upon passage and signature by the President, and it is expected that Congress will take the necessary action before the adjournment of the present session on March 1st.

TONNAGE EXPLAINED

The Foreign Trade Department receives so many inquiries regarding the various classes of tonnage as affecting ships it believes the following excellent descriptions as prepared by the U. S. Shipping Board will be of interest to all concerned in foreign commerce.

There are five kinds of tonnage in use in the shipping business. They are deadweight tonnage, cargo tonnage, gross, net, and displacement tonnages.

1. *Deadweight Tonnage* expresses the number of tons of 2,240 pounds that a vessel can transport of cargo, stores, and bunker fuel. It is the difference between the number of tons of water a vessel displaces "light" and the number of tons it displaces when submerged to the "load water line." Deadweight tonnage is used interchangeably with deadweight carrying capacity. A vessel's capacity for weight cargo is less than its total deadweight tonnage.

2. *Cargo Tonnage* is either "weight" or "measurement." The weight ton in the United States and in British countries is the English long or gross ton of 2,240 pounds. In France and other countries having the metric system a weight ton is 2,204.6. A "measurement" ton is usually 40 cubic feet, but in some instances a larger number of cubic feet is taken for a ton. Most ocean package freight is taken at weight or measurement (W/M), ship's option.

3. *Gross Tonnage* applies to vessels, not to cargo. It is determined by dividing by 100 the contents, in cubic feet, of the vessel's closed-in spaces. A vessel ton is 100 cubic feet. The register of a vessel states both gross and net tonnage.

4. *Net Tonnage* is a vessel's gross tonnage minus deductions of space occupied by accommodations for crew, by machinery for navigation, by the engine room and fuel. A vessel's net tonnage expresses the space available for the accommodation of passengers and the stowage of cargo. A ton of cargo, in most instances, occupies less than 100 cubic feet; hence the vessel's cargo tonnage may exceed its net tonnage, and, indeed, the tonnage of cargo carried is usually greater than the gross tonnage.

5. *Displacement* of a vessel is the weight, in tons of 2,240 pounds, of the vessel and its contents. Displacement "light" is the weight of the vessel without stores, bunker fuel, or cargo. Displacement "loaded" is the weight of the vessel, plus cargo, fuel, and stores.

For a modern freight steamer the following relative tonnage figures would ordinarily be approximately correct.

Net tonnage	4,000
Gross tonnage	6,000
Deadweight carrying capacity	10,000
Displacement loaded, about	13,350

A vessel's registered tonnage, whether gross or net, is practically the same under the American rules and the British rules. When measured according to the Panama or Suez tonnage rules most vessels have larger gross and net tonnages than when measured by British or American national rules.

SAN FRANCISCO DISTRICT FREIGHT TRAFFIC COMMITTEE—DOCKETS

Docket 995—Empty containers returning to original shippers. Proposal to establish a rule that will change current provisions for marking empty containers returned.

Docket 999—Cattle, carloads, from Tyrone, N. M., to San Francisco. Proposal to cancel present commodity rate.

Docket 1001—Whiskey, in bulk, in barrels or drums, carloads, San Francisco to Lago, Utah, and intermediate points. Proposal to cancel present commodity rate.

Docket 1002—Dress fasteners, less-carload. Proposal to establish the same rates from Eastern Defined Territory to California Terminals as apply on hooks and eyes.

Docket 1007—Beans and peas, dried, straight or mixed carloads. Proposal to cancel present commodity rate from Walnut Grove, Cal. to San Francisco.

Docket 1009—Ferric Oxide (dry mineral paint), carload. Proposal to cancel present rate from Wabuska, Nev. to San Francisco.

Docket 1011—Gypsum, crude, or land plaster, carload. Proposal to cancel present commodity rates from Mococo, Cal. to San Francisco and Oakland.

Docket 1012—Steam cookers, Eastern Defined Territories to Califonia Terminals and Intermediate Points. Proposal to eliminate the wording, "Cabinets, Cooking, Crated" from Item 1075 of T. C. F. B. Westbound Tariff 1-Q, I. C. C. 1048.

Docket 1013—Bakery goods, namely: biscuits, bread, cakes, crackers, matzos, pretzels, or toast, in boxes or barrels, or in pulp-board cartons in crates, or in tin cans with or without glass fronts, in crates, or in wheeled carriers, wood, fibre board and iron or steel combined, locked or sealed. Proposal to cancel the exceptions to the current Western Classification and commodity rates.

Docket 1015—Ground or pulverized mica ore, in bags, boxes, or barrels, carloads. Proposal to reduce rates from El Paso, Texas, to San Francisco.

Docket 1017—Nails, spikes, wire, etc. Proposal to amend rates to California Terminals to include the same mixture (fencing wire, gates, etc.) as is now provided to North Pacific Coast Territory.

Docket 1020 (Emergency)—Building cement, in packages, carloads. Proposal to establish non-intermediate commodity rate of 6 cents per 100 lbs. from Chittenden, Cal. to San Francisco.

Docket 1021—Alcohol and high wines, carloads. Proposal to cancel present commodity rate of $1.25 per 100 lbs., San Francisco to Lago, Utah and intermediate points.

Docket 1024—Wire Rope, carloads. Proposal to cancel commodity rate between San Francisco and Chico, Cal.

Docket 1025—Liquors, viz: beer, in glass and in wood, carloads. Proposal to cancel commodity rate from San Francisco to Tacoma, Seattle, etc.

Docket 1027—Coke, carloads. Proposal to cancel commodity rate, Mococo, Cal. to San Francisco.

Docket 1028—Iron and steel articles, carloads, and less. Proposal to cancel commodity rates, Sacramento and Brighton, Cal. to various points in California.

Docket 1029—Seat cushions and seat back cushions (self-propelling vehicles). Proposal to eliminate above from Note, Items 1865-B and 1870-B, T. C. F. B. Tariff 1-Q.

Docket 1031—Application for Storing-in-Transit Arrangement on Export Traffic. Proposal to grant the above privilege on westbound transcontinental traffic.

Docket 1032—Stamp moulding, in crates, less than carloads. Proposal to reduce rates from Eastern Defined Territory, Groups A to G inclusive, to California terminals and intermediates.

Docket 1033—Proposition to advance transcontinental rates on commodities shipped in tank cars to basis of 6½ cents per 100 lbs. higher than the rate in effect on the same commodity when shipped in packages.

Docket 1035—Soda Ash, carload. Proposal to advance rate, Keeler, Cal. to San Francisco from 25 cents to 28 cents per 100 lbs.

ADVANCES IN FREIGHT RATES

The Traffic Bureau is pleased to announce that on February 15th the Directors of Traffic and Public Service for the United States Railroad Administration sent a formal letter to the freight traffic committees instructing them to desist from considering schemes for making changes in the rate structures of the country. In substance, this order is that until further advice by the Directors named above, the committees are not to docket or send out for public consideration any proceeding making a general increase in the rate on any commodity or commodities in any district or territory or any general readjustment of rates in any district or territory unless the approval of the Directors of Traffic and Public Service has first been given.

The Traffic Bureau under date of February 21st received a telegram from Chairman Johnson of the Western Freight Traffic Committee in Chicago, advising that the hearing on increased minimum weights for commodities covered by Food Administration list, which was set for February 26th, has been postponed indefinitely.

Taking this into consideration in connection with the letter described above, the Bureau is very optimistic regarding the transportation situation for the future, and we believe that Chairman Johnson's telegram is more closely connected with the Directors' letter than appears on the surface.

RAILROAD ABSORPTION OF PORT TERMINAL CHARGES

The movement to equalize railroad absorptions of port terminal charges at all Pacific Coast ports has received further impetus from the cooperation of the Chambers of Commerce of Oakland and Richmond, which on February 21st telegraphed Edward Chambers, Director of Traffic, United States Railroad Administration, urging the earliest possible publication of the new rules now awaiting his final action on the subject. When put in force, they will have the effect of removing the inequality which has so long existed to the prejudice of San Francisco and other California ports, whereby the railroads in the States of Washington and Oregon have followed a practice of absorbing $1.00 per ton of port terminal charges on through transcontinental freight in those states as against fifty cents per ton in California. Los Angeles and San Diego had previously taken similar action, together with the San Francisco Chamber. This is a matter of the highest importance to the foreign trade of California and it is confidently expected that Mr. Chambers will soon grant this long desired and wholly equitable relief by putting the new rules into effect.

INDUSTRIAL SITE AVAILABLE

54,949 square feet vacant property with spur track in vicinity of National Ice and Cold Storage Plant. It is believed that a comfortable loan may be arranged for improvements.

ATTENTION MANUFACTURER'S AGENTS

An Eastern correspondent, manufacturing a line of corrugated culverts, road tools, metalic garages and tool houses, ready-built bridges, steel chicken houses, steel bunks and metal road signs, is endeavoring to have the Industrial Department of the Chamber secure for them a representative to handle their line in this vicinity either on a jobbing or manufacturers agency basis.

FACTORY BUILDING WANTED

Do you know of a brick building about 100x100 feet, two stories high, suitable for a candy factory and situated in the district east of Third Street and South of Market Street for lease? If so, the Industrial Department of the Chamber would be glad to be advised of the description and the terms.

OPPORTUNITY FOR REPRESENTATION IN AUSTRALIA

Mr. W. E. Davis of Australia will be at the Hotel Stewart until Friday night and desires to get in touch with manufacturers who desire representation in Australia.

ITALIAN ORGANIZATION SUBMITS INTERESTING REPORT

Credito Italiano of Milan, Italy, has addressed the Chamber of Commerce enclosing exhaustive report of possible trade relations with Italy. The brief takes up the importance of Italy in the international situation and gives account of the potential and productive energies of the country. Statistical record is given of the agricultural and livestock production and also advises the main exports and of greater importance what can be imported. Every industrial condition and phase of Italian life is set forth.

Merchants who are interested in a detailed report of the Italian situation can view the document at the Foreign Trade Department of the Chamber.

CAPABLE ORGANIZATION MAN AVAILABLE

The Chamber is in touch with a man who has some exceptional experience and qualifications along the line of organization work. Has been field agent for prominent fruit exchange and especially adapted to that line of work.

GRAIN TRADE ASSOCIATION ADOPTS NEW AMENDMENTS

The Grain Trade Association has recommended amendments to the Rules of Grain Trade, which are expected to properly regulate certain objectionable features which have existed. The Board of Directors of the Chamber have gone on record as approving the recommendations submitted.

ATTENTION MACHINERY SUPPLY HOUSES

An Eastern correspondent, manufacturing a line of lifting magnets desires to make connection with a good live firm to handle their product in this territory. Information is on file in the Industrial Department of this office.

BUSINESS OPPORTUNITIES

Harry F. Armstrong, 701 Griffith-McKenzie Building, Fresno, Cal., desires to get in touch with manufacturers of food products in this city with a view to representing them on a brokerage basis in the San Joaquin Valley. John Konkus, Saddlery Troop "I," 11th Cavalry, Camp Hearn, Imperial Beach, Cal., is in the market for leather supplies for repairing grips and suit cases.

J. R. Hovey, Raymond, Wash., desires to get in touch with sugar refineries in this State.

Y. Kakakuwa & Co., 310 Sansome Street, San Francisco, wishes to communicate with local firms handling fresh ginger.

Max L. Scott, 173 Wood Ave., Tottenville, L. I., N. Y., desires to represent San Francisco manufacturers or jobbers in the Eastern market.

W. B. Hope, 77 Victoria Street, Toronto, Canada, is in the market for Shirley poppy seed.

De Laitte Gas Machine Works, 228 Fremont Street, San Francisco, desires to get in touch with manufacturers of steam turbines.

Burdette Phillips Co., 35 West 39th Street, New York City, desires to secure a representative in this city to handle the sale of a line of household dyes.

A San Francisco merchant expects to leave shortly for Mazatlan, Mexico, where he will make his headquarters. He desires to get in touch with manufacturers of trucks and tractors, desiring to enter the field on the West Coast of Mexico and Central America.

General Combustion Co., Monadnock Building, Chicago, Ill., desires to make arrangements for a representative to handle the sale of heating furnaces for metals, in this market.

J. Nunakami, c/o Japanese Association, Stockton, Cal., is in the market for machinery for making grape baskets.

C. K. Baldwin, c/o P. O. Taft, Cal., is in the market for small malleable castings.

A. P. Turner, P. O. Box 524, San Antonio, Texas, is in the market to dispose of automobile axles.

Langenberg Hay & Grain Co., Queen & Crescent Building, New Orleans, La., desires to secure accounts to represent San Francisco wheat and barley dealers in the New Orleans market.

S. E. Merrill, County Agent, Las Vegas, Nevada, is in the market for broom-making machinery.

F. S. Swaney, Traffic Manager, Central Steel Co., Massillon, Ohio, wishes to get in touch with a reliable forwarding agent in this city.

Fischer Chair Co., Tell City, Ind., desires to communicate with importers of reed and rattan in San Francisco.

BIDS

Bids will be opened at the Zone General Supply Depot at Fort Mason on February 27th for miscellaneous supplies including shoemakers machinery, hardware, plumbing and electric supplies; on March 15th for canvas leggings. Details and specifications are on file in the Exchange Hall of the Chamber of Commerce.

Bids will be opened by the Zone Supply Officer at Fort Mason on February 28th for coal to be delivered to U. S. Transport "Sheridan." Bids will be opened by U. S. Army Engineer, 405 Custom House, on March 4th for one solid friction cut-off coupling and two rigid ring oil pillow blocks. Details and specifications are on file in the Exchange Hall of the Chamber of Commerce.

Knight-Counihan Printing Co.

SAN FRANCISCO
CHAMBER *of* COMMERCE ACTIVITIES

ATTEND

6th National Foreign Trade Convention April 24, 25, 26, Chicago ~ ~ ~ ~

7th Annual Meeting Chamber of Commerce of U.S.A., April 29, 30, May 1, St. Louis

Volume 6 — The Commercial, Financial, Industrial and Governmental Metropolis of the Pacific Coast — Every Thursday —— March 6, 1919 — Number 10

Service Bureau to be Maintained at Foreign Trade Convention

San Francisco Delegates Will be Put in Touch With Men They Want to Meet

The San Francisco Chamber of Commerce will inaugurate a new feature at the SIXTH NATIONAL FOREIGN TRADE CONVENTION—one which should appeal to the business sense of the delegates. An opportunity will be offered to the delegate to combine profit and patriotism without commercializing the latter, thus performing a double duty, one to his country and one to himself.

There will assemble at the Convention on April 24th, 25th and 26th, several thousand delegates, representative of the various manufacturing centers of the United States. Many of these manufacturers have no representatives on the Pacific Coast, many have no foreign trade connections. Some will be looking for and anxious to make San Francisco connections, both for handling their products in the Pacific Coast States and in the countries bordering the Pacific Ocean.

This Chamber will maintain a Bureau in the Congress Hotel during the Convention which will be at the service of the San Francisco delegates. Literature will be distributed regarding San Francisco, covering its commercial, industrial, foreign trade, shipping and tourist features. There will be someone in charge of the exhibit at all times and cards will be furnished to the San Francisco delegates upon which they can designate the lines of business in which they are interested. A list of all the delegates to the Convention from every part of the United States will be obtained as soon as registration has been completed. Before the second day is over, a letter will be in the hands of every representative, containing data on San Francisco, also enclosing a card to be filled out for the information they may wish regarding the Pacific Coast. The Service Bureau will serve as a clearing house for the Coast delegates and every effort will be made to get contacts which will bring about closer relations between Eastern business and this city.

"San Francisco in 1920" will be the slogan and every delegate will be asked to give support to the contentions of this city. It will be the duty of the SERVICE BUREAU to create all possible interest in San Francisco and the 1920 Convention, at the same time rendering to the representatives of this city the greatest amount of commercial benefit.

CHAMBER REQUESTS WASHINGTON REPRESENTATIVE ADVISE IMMEDIATE STATUS OF IMPORT AND EXPORT RAIL RATE SITUATION

The San Francisco Chamber of Commerce has taken a vital part in the fight for the restoration of pre-war import and export rail rates. Petitions and arguments prepared in the offices of the Chamber have been submitted to Director of Traffic Chambers of the Railroad Administration and assurances were received that his consideration and action would be forthcoming.

It was suggested to him that the Chamber would gladly send a delegation to Washington to confer with him on the subject but it was pointed out that this was unnecessary inasmuch as Mr. Chambers was thoroughly posted on the situation, and as a matter of courtesy and reliance upon this request, no delegation has as yet gone forward from the Chamber direct.

Inasmuch as action has been delayed, the Chamber today sent an urgent wire requesting its Washington representative to immediately report to Mr. Chambers that the merchants of San Francisco feel that they have just cause for complaint; that they refrained from sending delegates in deference to his wishes and because of promise of definite action; further that the foreign business of this port is and will remain practically suspended unless immediate favorable decision is given, which will allow our merchants to make quotations.

The Chamber, in its wire, requests a reply by Thursday of this week.

DUN'S REVIEW

Woolen cloths and trimmings at wholesale are quiet, the cheaper grades of cotton mixtures lower in price but with better grades holding fairly firm. Spot business in fancy patterns and novelties is fairly active but shops are buying very light, expected business from discharged soldiers having not materialized to the extent expected. It is not believed that the new luxury tax will affect this line as it is levied on fancy vests principally and they have been in very light demand here for several years.

Shoes at wholesale are quiet, this department feeling the result of expected price recession among retailers, but the tone of the market is reported firm. Stocks in both wholesale and retail departments are reported light. District factory production is light which is attributed in part to the scarcity of satisfactory labor. Collections are reported as being satisfactory.

Wholesale jewelers report business quiet but with collections good.

Retail trade in most lines is reported as satisfactory, men's furnishings, dry goods, notions, etc., being in fair demand.

A noteworthy change in stationery lines, apparent during the past few months, is a steady demand for higher priced materials, many business houses formerly content with the cheaper grades, now buying the best, and engravers are very busy. Prevailing high prices do not appear to unfavorably affect distribution.

Private trade in heavy and mining machinery is quiet but most plants are busy on Government work. Mining operations are light and development work is curtailed.

The labor situation as it affects industrial plants is largely adjusted for the present but it holds more or less uncertainty for the future, workers generally talking still higher wages.

More or less comment is heard regarding the new loan for Governmental purposes and some business is being held in obeyance until it is out of the way.

Real estate and building continues quiet, but good inquiry is reported in both departments.

TRADE AT A GLANCE BY BRADSTREETS

SAN FRANCISCO

Wholesale and Jobbing Trade—Good.
Retail Trade—Fair to good.
Manufacturing and Industry—Reasonably active.
Country conditions good, but quiet.
Collections—Fair.

SEATTLE

Wholesale and Jobbing Trade—Good.
Retail Trade—Improving.
Manufacturing and Industry—Fair.
Collections—Fair.
Conservatism rules.

PORTLAND

Wholesale and Retail Trade—Fair.
Manufacturing and Industry—Fair.
Collections—Good.
Buying is generally cautious.

SPOKANE

Wholesale and Jobbing Trade—Fair.
Retail Trade—Good.
Manufacturing and Industry—Quiet.
Collections continue favorable.

TACOMA

Wholesale and Jobbing Trade—Fair.
Retail Trade—Fair.
Manufacturing and Industry—Quiet.
Collections—Fair.

LOS ANGELES

Retail Trade—Fair.
Wholesale Trade—Fair.
Manufacturing and Industry—Fair.
Collections—Good.
Heavy influx of tourists.

THE STATE COMMITTEE ON READJUSTMENT

Every effort is being made by the State Committee on Readjustment to emphasize the necessity of finding work for our returning soldiers and sailors.

County Divisions are rapidly being organized and General J. J. Boree recently requested mayors and boards of trustees of California cities to appoint Placement Committees, promising cooperation from the State Committee.

The Committee is also urging that immediate measures be taken by Congress and the State Legislature to increase the appropriations for public constructional works that have been held up on account of the higher cost of materials.

Former chairmen and members of county councils of defense are responding to the request for assistance in the new organization and a "go-ahead" spirit is evinced which promises good results.

On February 27th, General Boree announced that the State Committee had decided to appoint in each community an additional member of the Placement Committee who shall be an attorney or an insurance man, so that the right kind of information shall reach those most interested, thus facilitating the payment of all allotments and allowances provided for by law for the protection of soldiers and the maintenance of their dependents.

Reports received by the State Committee indicate that employers are re-employing returning soldiers and sailors to the greatest possible extent.

SHIPPING BOARD FAVORS CONSTRUCTION OF CONCRETE SHIPS

Information compiled by the Government indicates that the concrete steamer is to be a real competitor of the steel ship under present conditions as well as under the conditions expected to prevail during the more normal times of the post war period.

Based on exhaustive investigations, which have been in process since the concrete steamer Faith was built by the San Francisco Shipbuilding Company, the Stone Vessel Division of the Shipping Board under the guidance of R. J. Wig, has arrived at the conclusion that the concrete steamer not only can be built more economically than the steel vessel of similar deadweight capacity and speed, but that the combination of construction cost and of propulsion cost for 20 years is considerably lower in the case of a concrete craft than it is in the case of a steel steamer.

This comparison of the life of the two types of steamers only time itself can make. None of those interested in concrete ship construction of the Pacific Coast can say that the concrete steamer will be the leading ship of the future, but the confidence in the ship as a cargo carrier—perhaps even more so as a passenger carrier—is increasing in almost direct proportion with the progress of the work in the Government yards.

COFFEE ARRIVALS

March 3, 1919: The Green Coffee Association of the San Francisco Chamber of Commerce reports the following arrival during the past week, with coffee consigned to members:

February 26, 1919, S. S. Peru, 27,888 bags of coffee.

PRESIDENT OF CHAMBER RETURNS FROM EAST

Frederick J. Koster, President, San Francisco Chamber of Commerce, returned from Washington and New York on Wednesday of this week. Mr. Koster reports many interesting developments while in the East and a necessity for his almost immediate return to serve on several important committees of the United States Chamber of Commerce. Earnest attention to transportation problems, both on land and sea, is being given by the National Chamber. The most recent committee to be formed is that on Ocean Transportation which was at the suggestion of Mr. Edward N. Hurley, head of the United States Shipping Board.

BOARD OF DIRECTORS APPROVE ACTION OF THE CHARITIES ENDORSEMENT COMMITTEE

In last week's issue of the Activities appeared the following resolution:

"The Charities Endorsement Committee of the San Francisco Chamber of Commerce is unanimously of the opinion that the war now being over, a return to peace time methods of raising funds for local charitable organizations is desirable."

The Board at its meeting today approved and emphasized the important of this action.

STATISTICAL REPORT FOR 1918 SOON TO BE READY

On account of war conditions, no statistical report was issued by the Chamber of Commerce for the year 1917. The pamphlet which will soon be off the press will contain valuable data covering practically two years instead of one.

THE INDUSTRIAL SITUATION AND THE REVENUE BILL

According to the National Industrial Conference Board, about 94% of estimated yield of the new $6,000,000,000 revenue law will be drawn directly from industry. In the meanwhile industrial activity, from which alone the ability to pay taxes can come, is restricted by delay in settling terms of war contract adjustment, by labor difficulties and by an apparent determination to force radical reductions in commodity prices.

Either these obstacles to a speedy resumption of industrial activity must be removed by actions favorable to industry, or it seems quite evident that the amount derived from the taxation of industry will seriously disappoint the Government. Already two months of the calendar year, that is to say, 16% of the tax year has passed.

"EAT MORE BREAD"

The South Pacific Millers Association has inaugurated a campaign to encourage the use of more bread and other wheat products. Envelope slips and posters with the words "Eat More Bread" are being sent to members of the Association for distribution among their customers.

The necessity for economy in the use of wheat products no longer exists but the public is slow to realize this fact and the habits formed during war time, when it was a patriotic service to limit bread consumption, are not easily changed. Hence this "EAT MORE BREAD" movement.

The Food Administration requested some time ago that out-of-date Food Administration posters and signs advocating economy in the use of wheat and wheat products be taken down, and the millers feel that the advertising being sent out by their organization will prove helpful in bringing bread consumption back to normal.

TRANS-PACIFIC MAILS

The following sailing dates and closing times of Trans-Pacific Mails are based on the latest information furnished by steamship companies. They are subject to change on notice. Paper mail for Hawaiian and Philippine Islands closes one hour earlier than time given.

Destination	Steamer	Leave	Date	Ordinary Mail Closes Ferry	Registered Mail Closes Ferry
Australia & West Australia	Paloona	S. F.	Mar.22	8:30 am	8:00 am
New Zealand	Paloona	S. F.	Mar.22	8:30 am	8:00 am
China and Japan	Siberia Maru	S. F.	Mar. 7	10:30 am	10:00 am
	Atsuta Maru	Seattle	Mar.10	9:20 am.Mar.8	8:00 pm.Mar.7
	Katori Maru	Seattle	Mar.12	9:20 am.Mar.10	8:00 pm.Mar.9
	China	S. F.	Mar.14	10:30 am	10:00 am
Hongkong	Siberia Maru	S. F.	Mar. 8	11:00 am	10:30 am
	Atsuta Maru	Seattle	Mar.11	9:20 am.Mar.9	8:30 pm.Mar.8
	Katori Maru	Seattle	Mar.13	9:20 am.Mar.11	8:00 pm.Mar.10
	China	S. F.	Mar.15	10:30 am	10:00 am
Dutch East Indies	Siberia Maru	S. F.	Mar. 7	10:30 am	10:00 am
	Atsuta Maru	Seattle	Mar.10	9:20 am.Mar.8	8:00 pm.Mar.7
	Katori Maru	Seattle	Mar.12	9:20 am.Mar.10	8:00 pm.Mar.9
	China	S. F.	Mar.14	10:30 am	10:00 am
Hawaii	Siberia Maru	S. F.	Mar. 8	11:30 am	11:00 am
	China	S. F.	Mar.15	11:30 am	11:00 am
Manila, P. I.	Ecuador	S. F.	Mar. 8	11:30 am	11:00 am
	China	S. F.	Mar.15	11:30 am	11:00 am
Tahiti	Paloona	S. F.	Mar.22	8:30 am	8:00 am

San Francisco Chamber of Commerce Activities

Entered as second-class matter January 7, 1915, at the Post Office at San Francisco, California, under the act of March 3, 1879. Subscription Price, Fifty Cents per year.

Published weekly by the

San Francisco Chamber of Commerce

Merchants Exchange Building
465 California Street
San Francisco

For What You Want to Know —— Call KEARNY 112

FOREIGN TRADE OPPORTUNITIES

3029. Lille (France). Commission merchant would like to represent local exporters of grains and dried or canned fruits in Northern France.

3030. La Rochelle-Palliee (France). Custom house broker and transit commissioner would like to act as agent in his specialty for local firms making shipments through the port of La Palliee.

3031. Pondicherry (French India). Exporter of ground nuts and its concerns, oil and cake, desires to get in touch with local importers.

3032. Mamers (Sarthe, France). Party desires to get in touch with exporters of office supplies, typewriters, automobiles, shoes, clothing; desiring a representative in France.

3033. Torino (Italy). Established firm desires to get in touch with exporters of preserved meats and fruits, condensed, evaporated and powdered milk, any manufactured food products, drugs, industrial oils, chemicals, etc.

3034. Mazatlan, Sinaloa (Mexico). Party desires to get in touch with exporters of clothing, groceries and hardware.

3035. San Francisco (Cal.) Party owning an iron mine in Mexico is open for a contract to make periodical deliveries of about 500 tons of pig iron.

3036. Mexico City (Mexico). Party desires to get in touch with manufacturers of canned goods, such as salmon, etc.

3037. Lahore (India). Established firm desires to get in touch with local manufacturers and exporters desiring to extend their trade to India.

3038. Chefoo (China). Firm desires to get in touch with manufacturers of lace pins, lace thread, etc. Desires samples and prices. Wishes also to get in touch with commission merchants desiring to represent them in Shantung silks, Chefoo laces and human hairnets.

3039. Havana (Cuba). Commission merchant, steamship agent and broker, desires to get in touch with local firms desiring representation in Cuba.

3040. London (England). Import and export firm desires to get in touch with packers of canned fruits and vegetables, dried and canned fish.

3041. Osaka (Japan). Japanese firm desires to get in touch with local manufacturers and exporters of machinery, steel, iron, hardware, general merchandise, etc., and importers of Japanese articles.

3042. Tokio (Japan). Japanese firm desires to get in touch with manufacturers or exporters of Calnauba Wax. Desires samples and quotations C. I. F. Yokohama, together with information concerning packings.

3043. Pauillac-Medoc (France). Commission merchant would like to represent in France American houses dealing in foodstuffs.

3044. Osaka (Japan). Manufacturer of hosiery and knitted underwear desires to get in touch with local importers.

3045. New York (N. Y.) Party desires to represent in Italy, American firms desiring representation in machinery, woven goods, leather, dyes, chemicals, etc.

EXPORTS AND IMPORTS OF SAN FRANCISCO FOR MONTH OF JANUARY, 1918 AND 1919

Compiled by the Foreign Trade Department San Francisco Chamber of Commerce

	EXPORTS		IMPORTS	
	1918	1919	1918	1919
France	$169,234	$.....	$ 63,032	$ 5,193
Greece	.....	.....	.....	9,488
Italy	.....	.....	3,412	12,820
Netherlands	.....	.....	208	14,817
Norway	.....	.....	.....	6,662
Russia	25,355	.....	.....	.....
Spain	.....	.....	.....	4,021
Sweden	.....	.....	.....	46,115
Switzerland	.....	.....	1,805	1,952
England	150,125	284,402	28,770	31,372
Scotland	.....	.....	1,039	4,435
Ireland	.....	.....	3,079	3,721
Canada	1,057,131	710,120	217,786	158,838
Cuba	.....	.....	10,155	4,242
Jamaica	.....	.....	581	.....
Costa Rica	37,796	24,561	14,947	10,285
Guatemala	268,396	137,560	246,036	23,655
Honduras	17,527	34,072	2,626	17,183
Nicaragua	79,377	124,808	21,017	75,146
Panama	92,030	171,817	53	110,139
Salvador	130,252	103,268	359,070	487,169
Mexico	685,893	434,866	201,269	99,674
Argentina	1,645	.....	.....	.....
Bolivia	112,611	74,271	.....	.....
Chile	542,541	403,292	590,790	304,459
Colombia	7,004	3,930	.....	.....
Ecuador	9,480	3,458	3,479	11,791
Paraguay	.....	220	.....	.....
Peru	99,253	88,913	.....	.....
Uruguay	.....	788	.....	.....
China	1,888,050	2,230,517	3,459,088	332,788
Japanese China	47,859	79,930	.....	.....
Chosen	32,065	21,760	.....	.....
British India	150,456	103,430	1,391,014	1,271,356
Sts.Settlements	304,748	341,183	5,494,305	2,899,476
Other Br. E. I.	4,860	2,947	82,373	11,828
Dutch E. I.	956,459	1,178,214	5,484,294	197,655
French E. I.	37,078	168,430	.....	.....
Portuguese E.I.	768	4,600	.....	.....
German China	290	.....	.....	.....
Hongkong	1,112,997	879,623	.....*	.....*
Japan	13,990,027	7,900,814	2,607,780	633,940
Russia in Asia	10,365	177,736	.....	.....
Siam	101,188	130,728	.....	.....
Australia	1,642,578	4,935,816	1,465,537	2,347,922
New Zealand	789,185	1,469,001	224,855	402,863
OtherB.Oceania	51,973	43,108	547,080	564,620
French Oceania	138,461	125,492	224,149	33,543
GermanOceania	21,460	4,991	143,987	168,692
Philippines	1,728,086	7,757,229	1,420,813	5,847,785
British S. Africa	12,000	265,679	.....	.....
Egypt	.....	31,816	.....	.....
French Africa	.....	.....	.....	28,692
Abyssinia	2,000	.....	.....	.....
Grand Total	$26,508,603	$30,453,390	$24,314,429	$16,184,337

*Hongkong is included in China in Imports.

CHARITIES ENDORSEMENT COMMITTEE

The Charities Endorsement Committee is in receipt of a letter from the Department President of the Ladies of the Grand Army of the Republic, relative to an appeal for donations made by the George H. Thomas Circle for the maintenance of cottages near Sawtelle, California, for wives of veterans. The letter makes this definite statement:

"This property belongs to the Ladies of the Grand Army of the Republic, Department of California and Nevada, and no one has authority to solicit funds for it and it is against our department by-laws to do so.

"Will you please attend to the matter and see that this soliciting is stopped?

Fraternally yours,
JULIA M. GRAHAM,
Department President."

In connection with the above, representations were made to people solicited that the Chamber of Commerce approved of the solicitation, which was untrue.

An investigation within the order is now under consideration with a view to correcting and discontinuing such appeals, unless the appeals have been properly authorized by the Department Council.

Last year the Charities Endorsement Committee had much trouble because of a certain auxiliary organization connected with the same order selling tickets for a concert at one of the leading hotels.

Investigation showed that a certain professional concert and lecture agency, with offices in an Eastern city, had obtained from the auxiliary a contract, which when analyzed, meant that the auxiliary had sold their name for a trifling amount and the booking agency would have "cleaned up" without even taking any financial risk.

The same auxiliary is now out selling tickets for a concert to be held at a leading hotel and members are warned against purchasing same until the Charities Endorsement Committee has obtained from the auxiliary a statement of the purpose and method in connection with this appeal, which has been promised.

RELIEF FOR DISCHARGED SOLDIERS

The Charities Endorsement Committee again calls the attention of the membership to the fact, that the exploitation of the discharged soldier is still going on, and in no case is the problem being met by these sporadic efforts, as it should be. There are several of the War Work Agencies handling this problem efficiently and individual and sporadic efforts should be discountenanced.

The following is quoted from the daily papers of February 28, 1919, relative to the bonus now being paid the soldier on his discharge, by the United States Government:

"Payment of the $60 bonus awarded discharged soldiers by Congress will begin today at the Presidio demobilization camp, and 300 men who are scheduled to be mustered out will be the first beneficiaries here of the new law.

"The $60 bonuses will be paid at the demobilization camps throughout the country only to soldiers as they are discharged. Those who have been mustered out of the Service since April 6, 1917, must apply to Washington."

MARINE DEPARTMENT

W. R. Grace & Company have notified the Marine Department that the Company's Steamer Santa Cruz will be placed on the berth next month to load general cargo for New York going via the Canal. This large freighter has a carrying capacity for 8,000 tons and passenger accommodations for eighty first-class passengers.

The Pacific Steamship Company has notified the Marine Department of the Chamber of Commerce, that they will have their Steamer Admiral Sebree, sailing from San Francisco on June 1st, for Nome and St. Michael direct, taking passengers and freight.

Two large palatial liners will leave this port on March 8th for the Orient, with passenger accommodations filled, and cargo holds loaded to capacity. The Ecuador, of the Pacific Mail, and the Siberia Maru, of the Toyo Kisen Kaisha are the vessels scheduled to leave out.

The Motor Schooner La Merced of the Standard Oil Fleet, is now taking on cargo of ease oil, etc., for discharge at Rockhampton and Townsville.

For South American ports as far as Antofagasta, the Steamer Baja California of the South America-Pacific Line, will sail from San Francisco with freight, about the 15th of March.

Several of the Australian Government motor schooners, which are undergoing finishing touches at Northern Shipyards, will proceed to San Francisco shortly to load for Australian ports, under the supervision of Balfour Guthrie & Co., who act as Pacific Coast agents.

The Standard Oil Steamer Astral arrived here on February 27th after a smart passage of 22 days from Cebu, Philippine Islands. Her cargo consisted of 7,500 tons of cocoanut oil.

J. D. Spreckels & Bros. Company, general agents for the Nederland Royal Mail and Rotterdam Lloyds joint service, announce that the Dutch Steamer Grotius for Java ports, via Honolulu, Nagasaki, Yokohama and Singapore, will leave out from San Francisco, with passengers and freight, early March sailing. The Steamer Wilis will sail later in the month.

The Albers Bros. Steamer Northland, is scheduled to sail from San Francisco on March 12th, for Mazatlan, San Blas, Manzanillo, Acapulco, Salina Cruz, Champerico, San Jose de Guatemala, Acajutla, La Libertad, La Union, Amapala and Corinto, if sufficient inducements offer. Agents for steamer, W. H. Thornley.

The Steamer H. B. Lovejoy arrived here last week with a cargo of 1,100 tons Oriental rice, transhipped at Seattle, and consigned to M. J. Brandenstein & Co.

The Harrison Liner Professor will sail from this port for Liverpool direct, late this month. Balfour Guthrie & Co. are agents for the vessel.

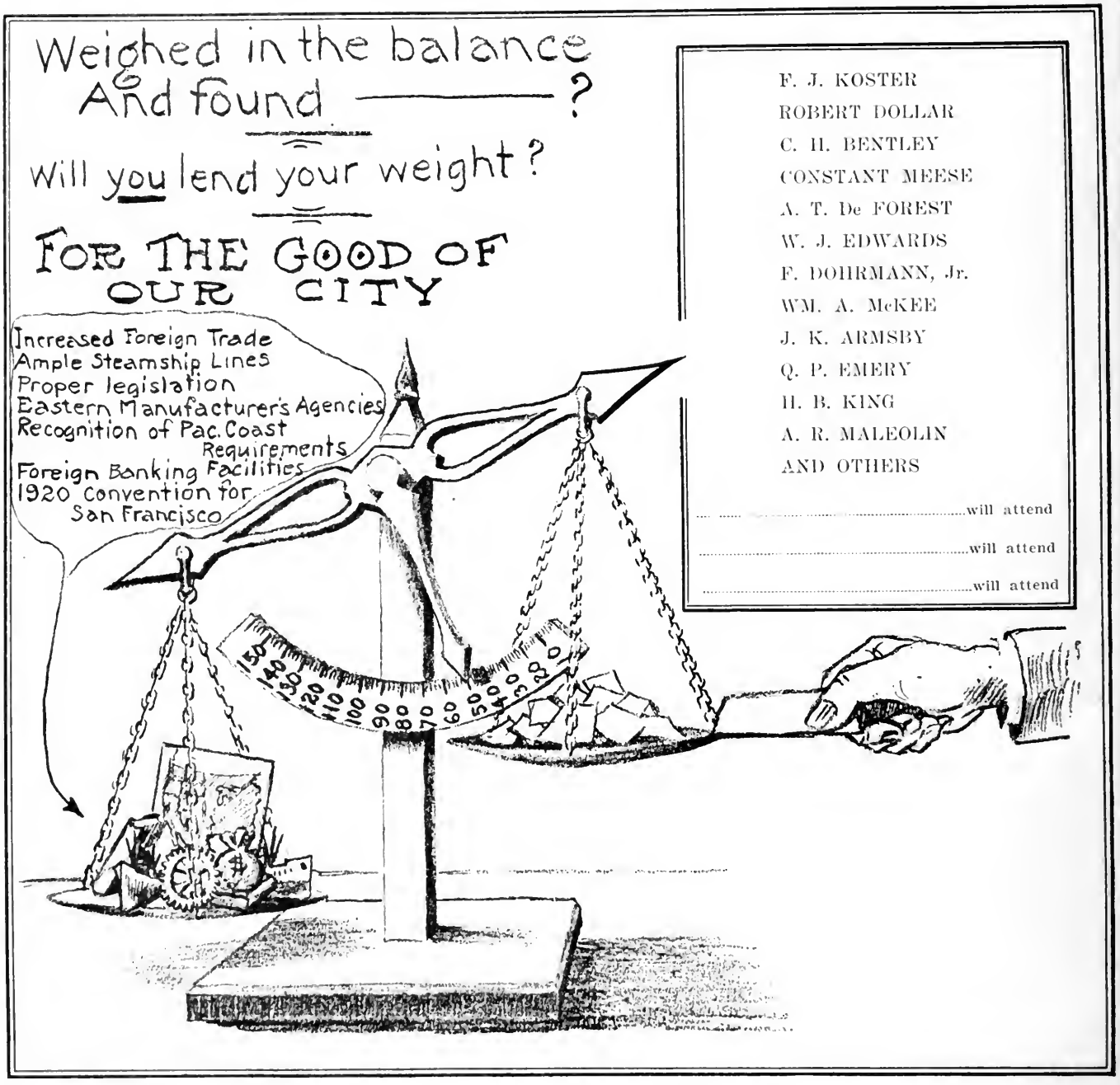
The Gulf Mail S. S. Co. will have two steamers leaving this month for Balboa via Mexican and Central American ports. The J. B. Stetson of this line will sail on March 7th, followed latter part of month by the Nehalem.

The Pacific Mail S. S. Company has added another chartered steamer to their fleet. The new Steamer West Ashawa will get away the end of this month for Yokohama, Kobe, Shanghai, Manila and Hongkong, taking freight only.

On her maiden voyage the new Japanese Steamer Chifuku Maru, consigned to the Trans-Oceanic Company, arrived here on February 22nd with 3,000 tons general Oriental merchandise. The vessel will load outward for the same concern for Kobe and Yokohama. She has a carrying capacity of 10,000 tons.

The Toyo Kisen Kaisha Steamer Kiyo Maru arrived in port February 27th from the Orient, enroute to Mexican and South American ports with passengers and freight. The vessel discharged about 650 tons cargo for local merchants, and loaded outward cargo here, before proceeding on March 1st.

W. R. Grace & Company advises that the Motorship San Francisco will clear from Gothenburg the middle of March for San Francisco.



BALANCE your probable inconveniences against the tremendous good to be accomplished for our city

BY THE ATTENDANCE OF A LARGE SAN FRANCISCO DELEGATION AT THE

NATIONAL FOREIGN TRADE CONVENTION

AT CHICAGO, APRIL 24TH, 25TH AND 26TH

and there will be but one result. The weight of your judgment will dictate that you should go.

There have been placed in some of the leading commercial clubs of this city three pairs of ACTUAL SCALES as indicated by the above sketch and it is UP TO YOU to see that there are enough names pledged and placed in the pan to attend the convention to overbalance the heavy problems which must be solved favorable to San Francisco.

If you cannot possibly go yourself, urge and insist on your associates attending. At least be responsible for the presence of one delegate.

THAT IS THE WAY TO LEND YOUR WEIGHT. WE MUST HAVE AT LEAST 150 REPRESENTATIVES FROM ALL LINES OF BUSINESS.

THE COUPON IN THE ABOVE SKETCH MAY BE USED AS A QUICK MEANS OF SIGNING YOUR INTENTIONS TO THE CHAMBER OF COMMERCE.

SAN FRANCISCO DISTRICT FREIGHT TRAFFIC COMMITTEE—DOCKETS

Docket 1045—Iron, carload. Proposal to reduce rate, Buffalo, N. Y., to San Francisco (final destination Honolulu) from $1.25 to 85 cents per 100 lbs.

Docket 1048—Zinc Flue Dust, carload. Proposal to reduce rate San Francisco to Deadwood and Lead, South Dakota, from $2.44 to $1.41½ per 100 lbs.

Docket 1052—Tri-Sodium Phosphate and Boiler Compound in bags, carload. Proposal to reduce rates from points in Eastern Defined Territory to points in California taking Rate Basis No. 3.

Docket 1053—Second Hand Steel Rails, carloads. Proposal to reduce rate, Castella to San Francisco, from 59 cents to 30 cents per 100 lbs.

Docket 1056—Conduit Elbows and Couplings. Proposal to reduce rate Pittsburgh, Pa. to Pacific Coast ports for export, from $1.25 to 85 cents per 100 lbs.

Docket 1057—Cotton and Cotton Linters, uncompressed in bales. Proposal to increase rate, Arizona and California points to New York piers, from $1.45 to $2.28½ per 100 lbs.

Docket 1058 Resin, carloads. Proposal to reduce rates from Groups A, B and C, Eastern Defined Territory, to Pacific Coast Terminals and Intermediates.

Docket 1059—Fish and Fish Roe, fresh or frozen; also Fish, salted or pickled (including Caviar), carloads. Proposal to change description and increase rates from Pacific Coast points to Eastern Defined Territory.

Docket 1060—Proposition to advance transcontinental rates on commodities shipped in tank cars. (Cancels Docket 1033).

Docket 1063—Seed, Wild Mustard, carload. Proposal to reduce rate, Kansas City, Mo., to San Francisco from $1.30 to 75 cents per 100 lbs., minimum 40,000 lbs.

Docket 1066 (Emergency) Freight, carloads and less, for export from points on the Paris & Mt. Pleasant Railroad to Pacific Coast ports. Proposal to add the Paris & Mt. Pleasant Railroad as a participating carrier in Transcontinental Tariffs No. 29-B and 30-B, I. C. C. 1054 and 1051, respectively.

PANAMA CANAL SERVICE

W. R. Grace & Co. have informed the Traffic Bureau that on April 1st they will have the Steamship Santa Cruz, a vessel of 9,000 tons, on the berth at San Francisco for freight to New York City. This vessel will also carry passengers, and the freight rates will be as authorized by the United States Shipping Board.

PLACEMENT BUREAU

DISCHARGED SOLDIERS AND SAILORS

39. Ex-Army Lieutenant, 16 months service in France, 23 years of age, desires position with import and export firm; has fine Army record and one year general business experience.

40. Ambitious young man 24, recently discharged honorably from the Navy, would like to connect with automobile concern in any capacity that will lead within a reasonable time to a position as salesman.

41. Discharged Army Officer, young, thorough knowledge of Spanish, wants opportunity with firm with prospect of advancement.

42. Wanted position as accountant, six years with Petaluma Incubator Co. Past eighteen months Chief Yoeman in the Navy.

43. Young man 28 years of age, discharged from the U. S. Army Air Service, desires position with importing and exporting concern, can speak Spanish fluently. Has been in the retail shoe business five years.

44. Discharged Naval officer of good education and business experience desires position with an import and export house. Willing to go to South America or the Orient.

45. A discharged soldier wishes position in a shipping office, can furnish references and also has university education.

46. Lieutenant, discharged, age 27, desires position with export house. Has had experience in this line as export purchasing agent, advertising, etc.

47. Discharged officer, formerly in practice of law for five years, desires to discontinue practice and connect with some mercantile or industrial firm where previous legal experience will be of service.

48. Position desired with importing and exporting company, in general office work, good stenographer, understands Spanish, experienced in handling banking and custom house papers. University graduate.

GENERAL APPLICATIONS

1329. Thoroughly trained and competent corporation secretary, office and sales manager, with wide experience in corporation detail, organization, promotion and financing in many responsible positions, both detail and executive. Highest local references.

1330. Executive position desired by college man with a local firm handling general construction materials and engineering supplies. Eight years experience in construction and engineering work. Best references.

1331. Chamber of Commerce and Commercial Club, just released from war work, wishes to get in touch with a live community.

1332. Young man 25 years of age, would like position in shipping business to go to the Orient.

1333. Wanted position as office manager, credit man or correspondent, 7 years experience, 36 years of age. Married and best of references.

1334. Spanish, 27 years old would like to have position with importing and exporting firm. Good references from Mexican and American corporations. Have large experience in exporting and banking business.

The Alumni Bureau of Occupations of the University of California still have many available men for any positions that may be open, such as chemists, engineers and many miscellaneous.

SPECIAL NOTICES

Wanted by San Francisco firm of high standing, a first-class business manager with sufficient capital to interest himself financially.

Cashier and office man with long experience, would like position in first-class firm. Best of references can be given.

BUSINESS ANNOUNCEMENTS

Rolph Mills & Company with offices in San Francisco, Seattle, Portland and Los Angeles have been appointed the Pacific Coast Agent of the Carnahar Tin Plate & Sheet Company and will distribute Carnahan's Pickle Sheets, Tin Plate, Black Sheet and enameling stock from the above mentioned offices.

Gaston, Williams & Wigmore. Mr. James C. H. Ferguson General Manager of the foregoing, has just returned from a business trip to New York, where he was elected a Director and Vice-President of this famous Pacific Coast Company to fill the vacancy caused by the resignation of Mr. Budlong.

Columbia Steel Company is now in position to fill large or small orders for steel castings weighing from 1 to 60,000 pounds each. As a result of war-time activities, the two plants now have a capacity of 1,500 tons per month.

ATTENTION PAPER BOX MANUFACTURERS

The Industrial Department of the Chamber is in correspondence with an Eastern manufacturer desiring to have folding paper boxes and crates manufactured in this locality.

ATTENTION MACHINERY MANUFACTURERS

The Industrial Department is in receipt of correspondence requesting contact with manufacturers of boilers, pumps, hot-water heaters, pre-heating vats, vacuum pans with fittings, milk-spray drying machines with fittings and pumps.

Those interested may communicate with Mr. Frederick G. Moloney, Peoples Gas Building, Chicago, Ill.

J. H. Dieckmann, Jr., 519 California Street desires to obtain catalogs and prices on all compressing machinery, rice mills, alcohol stills and aniline dyes.

ATTENTION WHOLESALE DEALERS IN GROCERIES AND CANNED GOODS

Elmer M. Mitchell, Coalinga, Cal., wishes to get in touch with grocery mail-order houses.

Louis Miller, 1218 Milby Street, Houston, Texas, desires to secure accounts to represent California packers of canned goods in that market.

BIDS

Bids will be opened by the Zone Supply Officer at Fort Mason on March 11th for subsistence supplies including cured fish, corn meal, vinegar, pickles, spices, flavoring extracts, candy, tobacco, cocoa, coffee, crackers, jelly, olive oil, chili sauce, sausage, soap, syrup, tobacco papers, toothpowder, nuts, canned and dried fruit and salt.

Bids will be opened at the Zone General Supply Depot at Fort Mason on March 5th for 30 lb. Climax Hectograph compound and 8 sets ink eradicator; on March 7th for 25,000 sheets of Manila paper.

Details and specifications are on file in the Exchange Hall of the Chamber.

INDUSTRIAL BUILDING WANTED

The Industrial Department is in receipt of an inquiry for 10,000 or more square feet of floor space in one or more floors, ground floor included, in brick or concrete building suitable for manufacturing purposes, north of Market Street preferred.

BUSINESS WANTS

Cascara Bark—Seavey & Flarsheim Brokerage Company, 712 Spruce Street, St. Louis, Missouri, wishes to communicate with handlers of Cascara Bark.

Fullers Earth—Balfour Guthrie & Company, 310 California Street, San Francisco, desire to get in touch with firms producing Fullers Earth.

R. V. Buckley, Box 463, Vacaville, California, is in the market for Fullers Earth.

Manila Cigars—J. W. Angle, Hot Springs, Arkansas, is in the market for Manila cigars.

Kindergarten Supplies—Mrs. S. Hayes, Long Vale, Cal., is in the market for Kindergarten supplies.

Vines and Seeds—G. L. Shaw, Popeville, Cal., is in the market for white clover seed.

F. D. Nelson, 404 South Fourth West Street, Bridham City, Utah, is in the market for 500 table grape vines.

Dried Fruit Account—G. R. Vivier & Company, 233 Broadway, New York City, wishes to secure account to represent California Packers of dried fruit in the Eastern and Foreign markets.

Representation—The Inter-Ocean Exporting Company, 145 West 45th Street, New York, desires to obtain an account to represent California manufacturers in New York, Pennsylvania, Connectiut and New Jersey.

Freight Handling—Mead Warehouse & Distributing Company, 1008 East Bay Street, Jacksonville, Florida, wishes to make arrangements with a forwarding agent in this city to handle shipments of freight.

Dairies—I. C. Stricker, Box 491 Kingman, Arizona, wishes to communicate with dairies in this vicinity.

Dehydrated Vegetable—The Philippine Trade Development Company, First National Bank Building, San Jose, Cal., desires to get in touch with firms producing dehydrated vegetables.

Paper Flowers—The Toggery, 202 Main Street, Grass Valley, is in the market for paper flowers.

Fertilizer—The Mexico Hide Company, P. O. Box 654, Louisville, Kentucky, desires to get in touch with manufacturers of fertilizers.

Spices—F. S. Jarvis, Alamo, Contra Costa County, Cal., wishes to communicate with importers of spices in this city.

Farming Implements—D. E. Tomlinson & Company, Security Building, Los Angeles, Cal., desires to communicate with manufacturers of farming implements.

Davis & Gilchrist, Whitehall and Bridge Streets, New York City, desire to represent San Francisco manufacturers in that market.

T. McLennan, 1016 Spring Street, Santa Rosa, Cal., wishes to get in touch with dealers in art glass supplies.

H. L. Weiler, 300 Union Arcade, Pittsburgh, Penn., contemplates a trip to this city in the near future.

ATTENTION LUMBER DEALERS

Elizabeth Stewart, 12th and Main Streets, Pueblo, Colo., desires to get in touch with large lumber dealers in this State.

TONNAGE MOVEMENT FOR THE PORT OF SAN FRANCISCO, MONTH OF FEBRUARY.

Compiled by the Marine Department, San Francisco Chamber of Commerce

ARRIVALS

	February, 1919		February, 1918	
	Steam Tons	Sail Tons	Steam Tons	Sail Tons
Foreign Ports	113,940	5,901	83,199	18,450
American (other than coast)	76,369	2,155	53,665	12,866
Coast	187,192	52,735	197,571	57,468
Total	377,501	60,791	334,435	88,784
Total number of vessels	326		371	

DEPARTURES

	February, 1919		February, 1918	
	Steam Tons	Sail Tons	Steam Tons	Sail Tons
Foreign Ports	136,259	11,489	100,562	14,181
American (other than coast)	88,200	3,913	42,075	1,105
Coast	173,695	56,043	202,980	76,980
Total	398,154	71,445	345,617	92,266
Total number of vessels	333		362	

Knight-Counihan Printing Co.

SAN FRANCISCO
CHAMBER *of* COMMERCE ACTIVITIES

ATTEND

6th National Foreign Trade Convention April 24, 25, 26, Chicago ~ ~ ~ ~

7th Annual Meeting Chamber of Commerce of U.S.A., April 29, 30, May 1, St. Louis

Volume 6 — The Commercial, Financial, Industrial and Governmental Metropolis of the Pacific Coast — Every Thursday —— March 13, 1919 — Number 11

Position of Chamber on So-Called Hunters Point Development Bill

Future Necessities Form Important Consideration

The San Francisco Chamber of Commerce, in pursuance of its policy to favor only the most constructive legislation and action affecting the Waterfront of San Francisco, hereby defines its position on Assembly Bill No. 145.

The Bill as introduced recites "that the public interest and convenience require the doing of certain work and improvement and **the cutting down of the high ground and the filling in of the low ground** in a district of land partly in the City and County of San Francisco and partly in the County of San Mateo; and creating a board to be known as the 'Peninsula Water Front Board' and prescribing its powers and duties; and appropriating the sum of fifty thousand dollars for the purposes of carrying out the provisions of this act."

This bill, known as the Hunters Point Development Bill, would create a commission consisting of the President of the State Board of Harbor Commissioners, the city engineer of the City and County of San Francisco and the surveyor of the County of San Mateo, which commission is to make a thorough investigation and prepare plans and specifications for the grading and leveling of Hunters Point and the filling of the adjacent submerged lands, thus creating a level tract of approximately two thousand acres for manufacturing purposes on which it would be possible to locate the proposed free zone, etc.

Industrial Sites Necessary

The Chamber of Commerce is strongly in favor of the immediate development of extensive flat lands near harbor and rail terminals as industrial sites. The growth and progress of the city depend primarily upon building up local industries, giving employment to many hands and manufacturing products for both foreign and domestic demand, and the first of all requisites is proper sites. It has consistently supported this policy, and took the initiative in developing the extensive marsh and mud flats in the southern district between Railroad Avenue and San Bruno Road; for the same reasons, it favors the development of similar areas not only around and at Hunters Point, but all along the bay shore to the county line and even far beyond into San Mateo County, because the county line is only a short distance below Hunters Point.

Bill Would Limit Future Harbor Construction

The general purpose in view is therefore undeniably a good one and in the public interest, but it should be accomplished in the right way and without jeopardizing other public improvements, which can only be located on our limited water line front such as piers and other harbor terminals.

It would be the height of folly to fill in certain water blocks like those between Islais Creek and Hunters Point, for factory sites, if as a fact, the true policy is to **dredge them out as locations for piers half a mile long**, after the style of the latest harbor terminals elsewhere. Other communities have built and are building piers 2,600 to 2,800 feet long while the San Francisco piers between the bulk-head line and the pier-head line fixed by the United States Government are limited to 800 feet in length. To make them equal in size to the modern development elsewhere, we must do as they do, namely **come back into the land by dreging out the mud flats and water-blocks as sites for piers and the necessary wide water-slips between them.**

Opening for Similar Requests Would Embarrass State

The development of industrial areas is a local proposition, not a state affair. It is a wrong princple to apply to the state for money for this purpose. The

policy of the State, like that of other States, has long been not only to allow but to compel local communities to develop their own localities and sites for local industries. Any other policy might result in endless raids on the State treasury and scandalous log-rolling by rival communities, all seeking State aid for purely private projects. Let San Francisco develop her own sites for local industries and the Chamber of Commerce will continue to help this most worthy policy by all means in its power. It favors the policy most whole-heartedly and not only comprehensive investigations of the subject, but the beginning of the work with all the speed consistent with careful and far-sighted planning. If necessary or desirable San Francisco can do this jointly with San Mateo County.

Future Needs Must be Considered

It will be said that the present bill does not provide for any particular leveling or filling scheme or area, but merely for an investigating commission with State aid in the shape of an appropriation, to determine what particular grading and filling should be done; but the bill clearly states such a definite policy and the first step, if a wrong one, will in the public mind inevitably be associated with the notion that the leveling of Hunters Point and the filling up of the mud flats and water blocks north and south of the same have been adopted as a settled policy. Such a notion once entertained would be a real stumbling block to progress.

It must never be lost sight of that the waterfront is the only place where wharves and piers can be built and as the city grows and ships increase in size, larger and larger harbor terminals will have to be provided. It would be a calamity to cramp such a development which is absolutely sure to come and is now on the way, by filling in the shallower waters along the bay shore in order to make factory sites, if the effect would be to not only seriously cramp but very largely prevent the proper present and future development of long and wide wharves, piers, and other harbor terminal improvements.

Manufacturing plants may be located in thousands of places—wharves and piers only on waterfronts. Both are absolutely needed for progress. But when both seek to occupy the same site, the most elementary notions of policy dictate that since manufacturing plants may be located elsewhere and wharves and piers cannot, the latter must be given the preference as a general principle on the waterfront.

What the Chamber opposes here is simply a matter of method but it favors the purpose in view without any reservation.

Return of Funds to State Not Guaranteed

We are given to understand that in order to meet one of the Chambers' criticisms of the Bill, an amendment has been proposed, by which the moneys appropriated under the Act are to be repaid to the State out of the improvement fund when created. As the doing of the work after the assembling of data may be declared inadvisable and consequently no improvement fund created, there does not seem to be offered sufficient guarantee to the State for the repayment of its advance.

No Opposition to Creation of Research Fund

The Chamber of Commerce will gladly cooperate with any local or San Mateo civic organization in creating a fund for a comprehensive and scientific study of the proper development of the waterfront and adjacent lands lying in both counties in order to furnish the most up-to-date harbor facilities, railroad terminals and factory sites and would gladly see such investigation undertaken under the joint auspices of the respective municipal boards, harbor commissions and civic organizations.

Therefore, the Chamber reiterates its statement that its opposition to the proposed measure is based entirely upon the reasons set forth and in no way reflects a lack of cooperation on the principle of harbor and industrial development.

TRADE AT A GLANCE BY BRADSTREETS

SAN FRANCISCO
- Wholesale and Jobbing Trade—Good.
- Retail Trade—Fair.
- Manufacturing and Industry—Fairly active.
- Collections—Fair.
- General conditions good.

SEATTLE
- Wholesale and Jobbing Trade—Good.
- Retail Trade—Fair.
- Manufacturing and Industry—Fair.
- Collections—Fair.
- Business slightly improved.

PORTLAND
- Wholesale and Retail Trade—Fair.
- Manufacturing and Industry—Fair.
- Collections—Good.
- Wheat in good condition.
- Onions in good demand and prices increased.

SPOKANE
- Wholesale and Jobbing Trade—Quiet.
- Retail Trade—Good.
- Manufacturing and Industry—Quiet.
- Collections—Good.

LOS ANGELES
- Building permits and bank clearings increasing steadily and jobbing and retail business in most lines show big improvement.
- Collections good for most part and failure light.
- Manufacturing and Industry—Fair.
- Biggest influx of tourists in years.
- Timely rains have helped crops and outlook for year is bright.

READ THE DOCKET LIST

The Traffic Bureau cannot too strongly impress upon members the absolute necessity for thorough analysis of the subjects docketed for consideration by the San Francisco District Freight Traffic Committee. These subjects are briefed in each edition of the Activities, which is the only available medium for placing this very important information before our readers, and they should be very carefully considered by the membership.

GENERAL ORDER No. 57 REVISED

Under date of February 26th Director-General Hines of the United States Railroad Administration announced the revision of General Order No. 57 by means of General Order No. 57-A. This order has to do with the inspection by shippers at points of origin of equipment to be loaded with grain, and removes some of the burdensome requirements which were made by General Order 57. The order is too long to quote in full, but the circular is in the files of the Traffic Bureau, and we will be pleased to permit inspection or to answer any inquiries concerning same.

PRESIDENT KOSTER GOES EAST AT REQUEST OF HEAD OF NATIONAL CHAMBER

Frederick J. Koster left Wednesday for Washington, D. C. to meet with the newly appointed Committee on Ocean Transportation, created at the suggestion of Edward N. Hurley, head of the United States Shipping Board, by President Wheeler of the Chamber of Commerce of the United States.

In calling for service on this Committee, Mr. Wheeler points out the many interesting questions presented in connection with the American Merchant Marine, but the leading problem is the policy to be adopted by the Government in regard to the ships which have been built for Government account by the Emergency Fleet Corporation, including those under contract. The total of the ships completed, on the ways and under contract aggregates about fifteen million deadweight tons. Several courses are suggested among which are the following to be considered by the Committee on Ocean Transportation:

a. Direct Government ownership and operation to the full extent, the Government providing crews, bunkers and supplies and booking the cargoes and passengers.

b. Ownership of the ships by the Government, the Government manning and equipping the ships, but turning them over to private companies to operate as agents for the Government on a commission basis.

c. Government ownership but the ships chartered to private companies to be operated by the latter on a "bare boat" or "time charter" basis.

d. Title of all Government ships could be turned over to one large private corporation, the stock of which could be sold to the public, the Government guaranteeing perhaps four per cent on the stock, the stockholder to be entitled to his share in whatever earnings the Company may make beyond the guaranteed amount.

e. The ships could be sold to private companies to be operated for private account, the Government relinquishing all control and responsibility. In this connection must be considered the price at which the ships should be sold, the terms of sale, the question of the ability of shipping companies to finance the purchase, and how far private companies operating ships under the American flag can compete with foreign competitors under present conditions.

Mr. Koster is one of a committee of thirteen appointed to discuss this very important matter and the only member from the far western states. Following is the personnel of the committee as appointed by President Harry A. Wheeler of the National Chamber:

Edward B. Burling, Washington, D. C., Chairman.

Albert G. Smith, President Ward Line, New York, N. Y.

Homer E. Ferguson, President, Newport News Shipbuilding and Drydock Co., Newport News, Va.

M. E. Farr, President, American Shipbuilding Co., Cleveland, O.

John N. Thomas, International Mercantile Marine, New York, N. Y.

S. J. Rothwell, Bay State Milling Co., Boston, Mass.

E. R. Erskine, President, Studebaker Co., South Bend, Ind.

Fuller E. Galloway, La Grange, Ga.

Robert E. Dunham, Armour & Co., Chicago.

L. H. Shearman, Vice-President, W. R. Grace & Co., New York, N. Y.

B. F. Harris, Champlain, Illinois.

J. F. Deere, Burlington, Iowa.

TRANS-PACIFIC MAILS

The following sailing dates and closing times of Trans-Pacific Mails are based on the latest information furnished by steamship companies. They are subject to change on notice. Paper mail for Hawaiian and Philippine Islands closes one hour earlier than time given.

Destination	Steamer	Leave	Date	Ordinary Mail Closes Ferry	Registered Mail Closes Ferry
Australia & West Australia	Paloona	S. F.	Mar.28	8:30 am	8:00 am
New Zealand	Paloona	S. F.	Mar.28	8:30 am	8:00 am
China	China	S. F.	Mar.14	10:30 am	10:00 am
	Grayson	Seattle	Mar.18	9:20 am.Mar.16	8:00 pm.Mar.15
	Suwa Maru	Seattle	Mar.21	9.20 am.Mar.19	8:00 pm.Mar.18
Japan	China	S. F.	Mar.14	10:30 am	10:00 am
	Suwa Maru	Seattle	Mar.21	9:20 am.Mar.19	8:00 pm.Mar.18
Hongkong	China	S. F.	Mar.15	11:00 am	10:30 am
	Suwa Maru	Seattle	Mar.22	9:20 am.Mar.20	8:00 pm.Mar.19
Straits Settlements	Grotius	S. F.	Mar.15	11:00 am	10.30 am
	Willis	S. F.	Mar.20	11:00 am	10.30 am
	Emp. of Russia	Seattle	Mar.27	9:20 am.Mar.25	8:00 pm.Mar.24
Dutch East Indies	Grotius	S. F.	Mar.15	10:30 am	10:00 am
	Willis	S. F.	Mar.20	10:30 am	10:00 am
	Emp. of Russia	Seattle	Mar.27	9:20 am.Mar.25	8:00 pm.Mar.24
Hawaii	China	S. F.	Mar.15	11:30 am	11:00 am
	Willis	S. F.	Mar.20	11:30 am	11:00 am
	Tenyo Maru	S. F.	Mar.24	11:30 am	11:00 am
Manila, P. I.	China	S. F.	Mar.15	11:30 am	11:00 am
	Emp. of Russia	Seattle	Mar.27	9.20 am.Mar.25	8:00 pm.Mar.24
Tahiti	Paloona	S. F.	Mar.28	8:30 am	8:00 am

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San Francisco

For What You Want to Know —— Call KEARNY 112

LEADERS OF INDUSTRY BACK FOREIGN TRADE CONVENTION

Cooperation of Labor to be Asked

At the request of President Frederick J. Koster, the following representative San Francisco men held an important meeting at 2:00 P. M. on Tuesday to turn in reports of delegates secured for the Foreign Trade Convention in Chicago, April 24th, 25th and 26th.

Robert Dollar, J. K. Armsby, Adolph Koshland, James J. Fagan, A. H. Cowen, P. C. Denroche, J. Leslie Warneson, Marshall Dill, W. C. Hamberger, F. A. Somers, Charles D. Willitts, John R. Cole, Andrew J. Field, Charles W. Haas, Ralph Handy.

This was the first meeting of Chairmen of the Committees appointed by Mr. Koster, each of whom is delegated to secure for his Committee at least three representatives to the Chicago Convention.

Mr. Koster as Chairman stated that efforts would be made to get local labor leaders to be represented inasmuch as some national labor heads have already promised to attend. For the first time in its history, the Foreign Trade Council will have labor leaders as delegates to its convention.

J. K. Armsby pointed out the importance to labor and the pertinence of the convention to trade and industrial conditions. Speaking for the packing industry of California. Mr. Armsby stated that this country could absorb *only half* the output which would mean *half time and lower wages* if there were no foreign business.

J. K. Armsby speaking as well for the lumber industry stated that firms engaged in this business should not fail to attend; that San Francisco was due to take its place as a lumber exporting center in view of the imminent shortage of stock in the Southern Gulf states.

James J. Fagan, President, California Bankers Association promised at least five delegates among the bankers.

Adolph Koshland stated that a meeting had been arranged by the Grain Trade Association of the Chamber of Commerce and he promised in advance at least between five and ten representatives.

President Koster, who departed for the East, Wednesday, March 12th, appointed the following committee to take active charge of the securing of delegates and impressed upon those present the great importance of the event:

Robert Dollar, James J. Fagan, J. K. Armsby, Frank Somers, Charles W. Haas.

TO THOSE INTERESTED IN COMMERCE WITH FRANCE

Lieutenant Maurice Boyer, a member of the French High Commission to the United States will hold a reception in Room 237 Merchants Exchange Building, Thursday afternoon, March 20th, where those interested may get in touch with him. Lieutenant Boyer will be prepared to answer questions regarding financial and business conditions in France. Prior to the war he was Secretary to the Bank of Paris for six years, and is a gradnate of the University of Paris.

FOREIGN TRADE OPPORTUNITIES

3046. Genoa (Italy). Party desires to represent in Italy local firms desiring to extend their trade with that country.

3047. Hull (England). Established firm desires to get in touch with local firms desiring an agent for the grocery and allied trades.

3048. Bangkok (Siam). Japanese firm desires to get in touch with manufacturers and exporters of hardware, lamps —air and kerosene with mantles, etc., medicines, industrial drugs, etc., desirous of extending their trade with Siam. Wishes to receive catalogues, price lists, and terms of transactions.

3049. New York (New York). Party desirous of acting as representative for manufacturers of iron and steel hoops in England, India and China.

3050. La Chaux-de-Fonds (Switzerland). Agent desires to get in touch with local exporters and manufacturers desirous of introducing their goods into Switzerland.

3051. San Francisco (Cal.) Consulate of Denmark has received an inquiry from a Danish firm wishing to get in touch with packers of dried fruit who would like a representative in Denmark.

3052. Havana (Cuba). Merchandise broker and commission merchant of Cuba desires to secure the agency for canned goods for Cuba.

3053. Bombay (India). Firm desires to get in touch with manufacturers of paper, hardware, dyes, hats and tiles, wishing to extend their commerce to India.

3054. Malaga (Spain). Exporters of almeria grapes, malaga raisins, loose muscatels, figs, pure olive oils, and other articles of Spain, desires to get in touch with importers interested in handling their products.

3055. Paris (France). Party would like to represent in France, American manufacturers and exporters.

3056. Antwerp (Belgium). Commercial agent desires to represent local exporters and importers desirous of extending their trade to Belgium, Holland and Northern France.

3057. Brooklyn (New York). Established firm desirous of obtaining the exclusive export and New York Metropolitan Agency for packers of California fruits, dried fruits, raisins, dates, figs and other food products.

IMPORTERS AND EXPORTERS TO ASK BETTER RATES

Chamber of Commerce Calls Meeting to Consider Petition to Shipping Board

At the request of a number of its members, the Chamber of Commerce sent an urgent notice to importers and exporters of this city to attend a meeting at 2:00 P. M., March 13th in Room 237, Merchants Exchange Building.

The meeting is called to discuss the present policy of the United States Shipping Board and to formulate a petition for more equitable rates and a fair allotment of bottoms for the Pacific Coast Commerce.

At the present time there is no basis of equalization of ocean rates as between the Atlantic, Pacific and Gulf routes. The Pacific Coast firms feel that they are being discriminated against by other routes and by the failure of the Shipping Board to provide suitable or necessary tonnage.

This is not a complaint against the Shipping Board but the purpose of the meeting is to discover what is necessary and then to place the matter squarely before the administration for correction.

TO EXPORTERS HANDLING METAL GOODS

A large local concern is anxious to get in touch with exporters who handle metal goods, pipe, rails, machinery, etc., as they are in a position to supply same.

CHARITIES ENDORSEMENT COMMITTEE

WARNING

Solicitations in various forms are being made, to raise funds for the purpose of affording relief to discharged soldiers.

These appeals should be given the closest scrutiny, as investigation shows many of them to be promoted by irresponsible persons and in fact, some of them are promoted for personal gain.

The Government is now paying a bonus of $60 to all soldiers discharged from the service, and a liberal allowance for transportation.

The various war work organizations, particularly the Home Service Section of the American Red Cross, are dealing with, and meeting the problems of the discharged soldier.

The unfortunate result of many discharged soldiers "panhandling" the public, is to unfit them for a job and teach them the "easy money" game.

For information regarding appeals call Kearny 112 and ask for the Charities Endorsement Committee.

MARINE DEPARTMENT

Local office of Gaston Williams & Wigmore have notified this department that their Motorship Santino which was due to arrive here end of February from South American West Coast ports, has been chartered from Callao to France, via Balboa, and will not call at San Francisco.

The Steamer Paloona, of the Union S. S. Line, will leave here latter part of this month for Wellington and Sydney via Papeete. For Sydney via Honolulu and Pago Pago, the Oceanic Steamer Ventura will sail on April 8th.

The Associated Oil Tanker Frank H. Buck, which has been in Government service for over a year, is returning to this port, to be returned to owners for operation in the coast oil trade.

The French Bark Buffon, after a passage of 96 days from Melbourne, with 3,160 tons wheat for the U. S. Food Administration, and consigned to Hind Rolph & Co., arrived here on March 6th.

The Pacific Freighters' Schooner Watson A. West brought a cargo of 816 tons copra to this port from Socrabaia, for Comyn, Mackall & Co.

Pacific Mail Steamship Company's Steamer Ecuador which left this port last week for the Orient took away in her specie tanks 400 tons of buillion valued at $9,600,000.

Steamer South Coast arriving last week from Stewarts Point, brought 500 boxes Mendocino County apples for local merchants.

Over 8,000 tons of Chinese and Japanese merchandise arrived at this port on March 1st by the Pacific Mail Steamship Company's Steamer Ecuador and the Toyo Kisen Kaisha Liner Siberia Maru; both these steamers brought 736 passengers and over 700 bags U. S. mail.

Balfour Guthrie & Co., agents for the Harrison Line, have notified the Marine Department that the Steamer Musician sailed from Liverpool March 1st for San Francisco and other Pacific Coast ports. The vessel will go on berth for Liverpool, sailing from this city late in April.

Taking freight only, the Steamer Chipehung, under charter to the Pacific Mail S. S. Co. will leave this port middle of April for Saigon, Manila, Singapore and Calcutta.

The South America-Pacific Line Steamer Baja California will leave out about March 14th for Callao, Mollendo, Arica, Antofagasta and Valparaiso.

The Japanese Steamer Rangoon Maru has been chartered by the Standard Oil Co. to load 190,000 cases oil at San Francisco for discharge at Manila.

The Trans-Oceanic Company will dispatch the Steamer Kimi Maru from San Francisco latter part of March for Yokohama and Kobe.

The French Ship Champigny and the Belgian Bark L'Avenir now lying in this port will load outward cargo for European ports, the first sailing vessels to leave here for Europe since 1915.

INDUSTRIAL BOARD TO BE FORMED BY DEPARTMENT OF COMMERCE

The Chamber is in receipt of information that William C. Redfield, Secretary of Commerce, has formulated a plan by which the Department of Commerce hopes to bring together the producer, the consumer and the laborer for the resumption of American trade on a wholly normal basis.

The Industrial Board thus formed will include representatives of industry, labor and the Government, these men being selected by George N. Peek, formerly Vice-Chairman of the War Industries Board. They are to put into practical effect a program for the readustment of prices for basic materials in such fashion as to create a firm foundation on which the consumer can base his future purchases, and the producer can form necessary estimates.

By a series of conferences, it is hoped to develop proper procedure and remedy.

THAT COAT YOU NEVER WEAR

Send it to Your Nearest Red Cross Chapter

A shivering well-nigh naked body is aching to huddle its emaciated form within it. Charity begins at home, but it only ends when and where suffering is no more. Almost naked are the destitute refugees of lands just released from the Teuton grasp, according to Col. Harvey D. Gibson, the American Red Cross representative in Europe. Therefore the Red Cross appeals to every man, woman and child to send during the last week of March every available discarded article to the local chapter, from which it will be forwarded to the suffering peoples abroad with all dispatch. More than ten thousand tons of used clothing, shoes and blankets must be sent immediately.

SAN FRANCISCO BUSINESS EXPANSION

The Moss Glove Company has just announced that they will open eight new stores during the coming year and extend their operations in all small cities and towns in California.

On March 1st they opened three new stores—one in Los Angeles, one in Fresno and one in Sacramento.

With these new additions, Mr. M. L. Marx of the Moss Glove Company announces that by the first of the year they will have nineteen stores in operation, including their factory and wholesale business, which will make this the largest glove concern west of Chicago.

NOTES FROM STATE COMMITTEE ON READJUSTMENT

BONUSES TO SOLDIERS

Nine million dollars is the extra pay, or bonus authorized by Congress, that 150,000 (estimated) Californians receive for army and navy service after April 6, 1917.

If one-fifth of the number have already been released and each received $30 extra pay that was first authorized, $900,000 has been placed in California hands.

That those now entitled to an equal additional sum may know how to quickly secure it, the State Committee on Readjustment, through its newly created War Risk Insurance Department is sending out information as to mode of procedure.

"First come, first served," is the working plan of the Government as to paying the additional $30 to those who left the service before the second bonus was authorized, if a then final settlement was made.

The first person whose papers reach Washington and are first approved will receive check No. 1. The millionth will receive the millionth check. As over a million and a quarter of such checks are to be issued, preceded by examination of papers, the dilatory claimants may find it "a long, long way" to pay day.

WAR RISK ACT STRAIGHTENED OUT

The families and other dependents of California soldiers are no longer to be distressed by the necessity of individual efforts, by correspondence with Washington, to secure the money due them, and for lack of which thousands have suffered, or been forced to borrow or depend on humiliating charity.

So serious had become the failure of the War Risk Insurance Bureau to carry out Government intentions, that the Legislature of the State took up the matter. The State Committee on Readjustment has been authorized by the Legislature to protect and assist the dependents and families of the men under colors, by urgent action in every case, to expedite settlement of allotments and allowances for the interested parties.

The State Committee realizes that this is most urgent and important work, not less so than planning for employment of discharged men here and coming. The Committee has gone on the job by creating a War Risk Insurance Department, and representation in every county is being arranged.

The State Committee on Readjustment, in taking hold of the situation to aid the citizens and the Government in speeding action, is appointing volunteer attorneys recommended by the various County Division Chairmen, to assist and advise claimants, without charge, in making out necessary forms and affidavits to be sent to the State Committee, and after review, forwarded to Washington and pressed for payment. Errors and incomplete statements can thus be avoided. Doubtless many of the attorneys will be those who last year patriotically served as advisers to the enlisted and drafted men, in protecting the interests of families.

PLACEMENT DEPARTMENT RESULTS GOOD

Notwithstanding the tendency to congestion of labor at a center like San Francisco is increased by demobilization of troops, the office of the San Francisco division of the Placement Department of the State Committee on Readjustment, at the Ferry Building, continues to find positions for many efficient, honorably discharged California boys.

For the week ending March 4th, 85 applicants were placed satisfactorily with firms who had not before employed them, all located in and about this city. That week applicants sent to apply for employment at listed places, numbered 110—25, however, finding conditions and requirements not mutually satisfactory.

While assisting applicants whose place of residence is in other California counties, it is the practice of the San Francisco division to urge such applicants to go promptly to their homes and ask the assistance of local placement organizations of the State Committee, or other bodies of the same character.

The request of the State Committee, wired to the War Department, asking that limited railway tickets from demobilization points to the homes of the men be furnished, in lieu of some of the mileage allowance, has been endorsed by United States Senator Phelan and Representative Julius Kahn of San Francisco.

It is believed the suggestion, if adopted, would have a tendency to cause early departure for home of many young men who remain in the city, for recreation or in hope of employment, until mileage allowance is exhausted, and who would be able to live at less expense and more easily find employment among home surroundings and influences, than in the crowded centers.

MATERIAL PRICES MUST BE ADJUSTED

Resumption of American business and the furnishing of employment to returning soldiers and sailors, depends to a great extent on a reduction in prices of material. How such a reduction may be brought about, is one of the most acute problems before the country, and the Government is putting it up to the business men of the nation for solution.

General J. J. Borree, Chairman of the State Committee on Readjustment, is authorized by the Council of National Defense, to announce the creation by Secretary Wm. C. Redfield, of "The Industrial Board of the Department of Commerce."

This board will be charged, under the approval already given by the President to the Secretary of Commerce, with the stabilization of prices for basic materials in such a fashion as to create a firm foundation on which the consumer can base his future purchases and the producer can form necessary production cost estimates. Its program will be supported by the Council of National Defense.

Through proper investigation and stabilization it is expected that the foundation can be laid for the resumption of business—this through Government purchases, the publication of fair price lists, and cooperation of the producer.

It will be the endeavor of the Board to interchange views with these representatives of industry in the fullest and freest manner possible. If these conferences result in a general agreement among the important basic industries upon proper prices and bases for prices at which sales will be made, and this agreement is approved by the Board, it is believed that the announcement of this fact will induce the nation to feel justified in properly beginning a buying program.

The vital need of the situation is resumption of industrial activity to the fullest extent possible, and it should be the aim to find the wisest and most effective way to accomplish this.

Industry and labor have a mutual interest in remedying present conditions, but industry should take the first step by the reduction of prices and commodities and should require of labor as little aid as possible.

SAN FRANCISCO DISTRICT FREIGHT TRAFFIC COMMITTEE—DOCKETS

Docket 1068—Consolidation of less carload shipments into carload shipments at New York piers, for movement thence to Pacific Coast. Proposal to cancel this privilege as provided in T. C. F. B. Westbound Tariff 1-Q.

Docket 1069—Grinding pebbles, carloads, California points to Utah. Proposal to eliminate the restriction compelling shippers to ship this commodity in packages.

Docket 1072—Eggs, carloads. Proposal to reduce rate from San Francisco to Phoenix, Arizona.

Docket 1074—Box shooks in mixed carloads with car bracing lumber, from points on the Southern Pacific Railroad in California to Guaymas, Empalme, San Blas, Culiacan and Mazatlan, Mexico. Proposal to amend the present box shook commodity description, permitting loading of car bracing lumber, not to exceed 10% of total weight in car with carloads of box shooks.

Docket 1088—Zinc Oxide, carloads. Proposal to cancel commodity rate from Reno and Wadsworth, Nev. to San Francisco.

Docket 1089—Crude Soda, carloads. Proposal to cancel commodity rate from Toy, Nev. to San Francisco.

Docket 1095—Culverts, iron or steel (plate or sheet), K. D., carloads. Proposal to provide specific rates from Eastern Defined Territory to Pacific Coast points.

Docket 1097—Hides and pelts, carloads and less carloads. Proposal to increase rates from San Francisco and South San Francisco to Redwood City.

Docket 1098—Buttons, agate or porcelain, less carloads. Proposal to reduce rate Pacific Coast Terminals to Montreal, Canada, from $4.62½ to $3.31½ per 100 lbs.

Docket 1104—Macaroni, noodles, spaghetti, vermicelli and paste in barrels or in boxes. Proposal to cancel commodity rate, San Francisco and Oakland to Portland and Brooklyn, Ore.

Dockets 1105—Nuts, edible, in packages, carloads. Proposal to cancel commodity rate, San Francisco and points named in Item 90 to Reno Junction, Cal.; Reno, Nev.; Lago, Utah and Intermediate Points.

Dockets 1107—Cheese in boxes, tubs or casks. Proposal to cancel commodity rate, Reno, Nev. to San Francisco.

Docket 1111—Molasses, refuse, carloads. Proposal to cancel commodity rate, Fallon, Nev. to San Francisco.

Docket 1112—Paper, roofing and building, carloads. Proposal to cancel commodity rate, San Francisco to Fallon, Nev.

Docket 1117—Bags, jute, less carloads. Proposal to cancel commodity rate, San Francisco to Fallon, Nev.

Docket 1119—Sugar, in packages, carloads. Proposal to cancel commodity rate, Fallon, Nev. to San Francisco.

Docket 1124—Salt petre, carloads. Proposal to cancel commodity rate, San Francisco to Wabuska, Nev.

EMBARGO ON FREIGHT SHIPMENTS

The Traffic Bureau of the Chamber of Commerce is advised that effective at once there is a complete embargo on all freight shipments, both carload and less carload, destined to points in New York harbor, including New York City, Brooklyn, Long Island and Jersey City. This embargo is necessary on account of labor conditions, and the only exceptions are that the Delaware, Lackawanna & Western Railroad will accept shipments for Government officials, and the Erie Railroad will accept shipments for the Belgium Relief Commission.

ATTENTION METAL DRAWING ESTABLISHMENTS

The Industrial Department is in receipt of correspondence and specifications requesting contact with an establishment equipped to supply machinery to draw brass cups to a depth of 3¼ inches, with a diameter of approximately 3-5/16 inches. Plans and specifications may be seen at the above department.

NEW COAST AGENTS

In addition to announcement in last issue, Rolph, Mills & Company of San Francisco, with Coast offices in Seattle, Portland and Los Angeles have been appointed Pacific Coast Agents for the Atlantic Steel Company of Atlanta, Georgia. This Company manufactures nails, barbed wire, fencing, spikes and tie plates.

From the pig iron and coke used in making castings, to the finished tin plate and sheets, Rolph, Mills & Company are absolutely first hand.

COFFEE ARRIVALS

The Green Coffee Association of the San Francisco Chamber of Commerce reports the following arrivals during the past week, with coffee consigned to members:

March 2, 1919, S. S. J. B. Stetson, 5,839 bags of coffee.
March 6, 1919, S. S. San Antonio, 3,188 bags of coffee.

HEARING INDEFINITELY POSTPONED

The San Francisco District Freight Traffic Committee of the United States Railroad Administration has advised the Traffic Bureau of the San Francisco Chamber of Commerce that the hearing on their Docket 982, subject—initial placing of cars intrastate traffic, within Arizona, California, Nevada and Utah which had been set for 10:30 A. M. March 13, 1919, has been indefinitely postponed.

CONSERVATION IN TICKETS

Effective March 1st there was a reduction from 5 to 3 in the number of railroad tickets required for occupancy of a drawing room for seat service on day rides, and a reduction of from 4 to 3 in the number of railroad tickets required for the occupancy of a compartment for seat service on day rides. The number of sleeping or parlor car tickets required remain unchanged.

PROMINENT MERCHANT TO ORIENT

Mr. John W. Heidt, President of the Pacific Metal Works, sailed March 8th on the Siberia Maru for a business trip to Japan, China and the Philippines.

REPRESENTATION IN EAST

The Chamber is in touch with party who is desirous of getting in touch with San Francisco merchants with the idea of representing their interests in the Central and Eastern states.

HOW AMERICA HAS COME BACK UPON THE SEAS

United States Shipping Board Shows That We are Rapidly Regaining Long-Lost Place

At the opening of the European war the very little seagoing tonnage operating under the American flag carried only 9.7 per cent of the exports and imports of this country. Today the American Merchant Marine comprises 46 per cent of all shipping plying between our own and foreign ports. Moreover, this new and rapidly increasing fleet now represents nearly one-fifth of the entire seagoing tonnage of the world.

Although a very large number of our ships are still absorbed by army and navy needs, there being on January 31st a total of 302 vessels diverted to army requirements and 51 to the navy, yet we had enough of shipping left to make an important showing in overseas commerce. Tables prepared by the Shipping Board's Division of Planning and Statistics, show that on January 31st there were employed in overseas service under the American flag a total of 752 vessels aggregating 1,961,239 gross tons.

This fleet includes 351 freighters, 84 freight and passenger vessels, 3 freight and refrigerator vessels, 7 freight, passenger and refrigerator ships, 6 colliers, 71 steam tankers and 230 sailing vessels.

So trade routes which had not known American merchant ships for more than a half century are once more being traversed by Yankee keels. Take for example the Dutch East Indies, into whose harbors no merchant ship of this nation has floated since the long-gone days of our clipper ships. Into this service the Shipping Board has placed two of its bulky freighters, their route being between New York and the Dutch East Indies.

A new route has also been opened from New York to China. It was initiated with the sailing of the 7,500-ton Steamer Monmouth. The 8,800-ton Steamer Westland is making regular trips between New York, Australia and New Zealand, carrying general cargo. The 7,500-ton Steamer Abron, has been placed in service between New York and India.

Thus the invasion of the Seven Seas by American merchant craft is now a fact, and the starry flag is again rippling from gaff or truck from most ports of the world.

Under the guidance of the Shipping Board's Division of Operations, the vessels of our new Merchant Marine are hurrying our commerce over the Pacific into Oriental trade. Some of our largest ships have been placed in this service. These include the 11,800-ton Archer, built by the Bethlehem Steel Corporation at Alameda, California; the 9,400-ton Chipchung, built by Moore & Company at Oakland, California; the 10,000-ton Edgemont, built by Skinner & Eddy, Seattle; the 8,800-ton West Helis, built by Duthie, of Seattle, and the 8,800-tons Maximus, constructed by Skinner & Eddy.

Thirteen Yankee sailing vessels and two steamers are making regular voyages to the West Coast of Africa, bringing back to this country in exchange for general cargoes large consignments of mahogany.

In January the Shipping Board assigned some of its largest steamers to carry commerce between our ports and those of Great Britain. These include the East Indian, the Invincible, and Defiance, each of 11,800 tons. These ships ply between New York, London and Liverpool, and carry general cargoes.

The Shipping Board has also opened a service with American steamers between New York and Antwerp. The ships plying between these ports are the 8,800-ton Westpool, built by Duthie, the 8,800-ton Ossawatomie, built by the Baltimore Drydock Company, and the Auburn, constructed by the Chester Shipbuilding Company at Chester, Pa.

When the Army and the Navy return to the Shipping Board the 353 ships which they are now operating, the commercial fleet under the American flag, will be augmented by 1,873,521 gross tons, equivalent to 2,434,017 deadweight tons.

BUSINESS WANTS

AUTO CAPS AND PIPE WRENCHES—E. Washington, Box 17, Faribault, Minn., desires to get in touch with San Francisco firms equipped to manufacture auto caps and pipe wrenches.

GROCERIES—Bids will be opened by the Zone Supply Officer at Fort Mason on March 15th for 20 cords of Douglas fir wood; on March 20th for 730,000 pounds of flour. Details and specifications are on file in the Exchange Hall of the Chamber of Commerce.

PORTABLE HOUSES—Isidore A. Torres, P. O. Box 374, El Paso, Texas, is in the market for portable houses.

CITRIC AND LACTIC ACIDS—Richard K. Hunt, 1254 Commonwealth Ave., Boston, Mass., wishes to hear from users of citric and lactic acid, such as bottlers of soft drinks and near-beer, tanners and producers of preserves.

DIATAMACEOUS EARTH—Millers Mercantile Co., Millers, Nevada, is seeking a market for diatamaceous earth, such as is used in the manufacture of fire brick, paint filler, insulating material, etc.

SEEDS—Wm. B. Olney, Seekonk, Mass., is in the market for seeds grown in California.

PICTURE FRAMES AND PORTRAITS—H. F. Peacock, P. O. Box 675, La Grande, Ore., is in the market for picture frames and enlarged portraits.

COAT HANGERS—E. F. Selby, 21 Tiffany St., Providence, R. I., is in the market for wooden coat hangers.

BOX SHOOKS—Red Wing Company, Fredonia, N. Y., is in the market for box shooks.

DRIED AND CANNED FRUIT—Aboy & M. Hernandez Co., Inc., 11 Broadway, New York City, desires to secure accounts to represent California packers of dried and canned fruits, canned salmon and wholesale dealers in peas and beans, in Eastern markets.

CRUDE DRUGS—Perkins Chemical Co., Hendley, Neb., is in the market for crude drugs.

TYPEWRITERS—Bids will be opened at the Zone General Supply Depot at Fort Mason on March 22nd for miscellaneous supplies including parts for Underwood and Remington Typewriters.

BAGS—Proposals will be opened by the Acting Camp Supply Officer at Camp Kearny, Cal., on March 19th for the purchase and removal of feed, bran, potato, sugar and flour bags.

Details and specifications are on file in the Exchange Hall of the Chamber of Commerce.

GENERAL SUPPLIES—Bids will be opened at the Zone Supply Depot at Fort Mason on March 14th for miscellaneous supplies including benzine, dictionaries, ink stands, sponges, stationery, wrapping paper, memorandum blocks, cardboard, fly paper, paint, linoleum, bone buttons and wooden lasts.

TOY DEALERS—G. E. Chandler, 2614 E. 30th St., Kansas City, Mo., desires to get in touch with dealers in toys in this city.

OLD BRASS TUBING AND COPPER WIRE—Proposals will be opened by the Acting Camp Supply Officer at Camp Kearny, Cal., on March 20th for the purchase and removal of brass and brass tubing, copper and copper wire.

BUSINESS ANNOUNCEMENTS

With rice, beans, both Oriental and domestic varieties also peanuts, walnuts, vegetable oils and all domestic and Oriental food products as their specialty, the Importing and Exporting concern B. F. Stern & Company of 46 Davis Street, San Francisco have recently opened branch offices in New York City, at 13 Park Row. In addition to the New York and San Francisco locations, the Company also maintains offices at Hongkong.

Knight-Counihan Printing Co.

SAN FRANCISCO
CHAMBER *of* COMMERCE ACTIVITIES

ATTEND

6th National Foreign Trade Convention April 24, 25, 26, Chicago ~ ~ ~ ~ | **7th Annual Meeting Chamber of Commerce of U.S.A., April 29, 30, May 1, St. Louis**

Volume 6 — The Commercial, Financial, Industrial and Governmental Metropolis of the Pacific Coast — Every Thursday —— March 20, 1919 — Number 12

IMPORTANT NOTICE TO OUR MEMBERSHIP

The attention of the Charities Endorsement Committee is directed to the large number of appeals now being made, for contributions to special event publications in the form of advertising or donations. For the guidance of members the Charities Endorsement Committee reproduces the established policy of the Chamber of Commerce regarding such appeals, which appeared in the Activities of March 29, 1917.

Every business man knows that however good the object that such advertisements are practically never given for any advertising value and may NEVER be justified as a business expenditure. In most cases, solicitors for advertising of this character are paid high commissions and the Chamber of Commerce has collected abundant evidence to show that in many cases the objects represented receive little if any, of the money paid for such advertising.

If a contribution is desired for a legitimate cause, the contribution should be made to a responsible official. **NO ADVERTISEMENT SHOULD BE GIVEN AS A CONTRIBUTION.**

The abuses of advertising solicitation for special programs are so many and the amount of money improperly secured in this way is so large that the Chamber believes that an absolute policy, cutting out the practice of making **CONTRIBUTIONS** in the form of advertising, should be adopted.

If you agree with the policy of the Chamber, you are urged to write a letter to the Chamber of Commerce agreeing not to give such advertising and to quote definitely your agreement with the Chamber of Commerce refusing to respond to such appeals.

The above does not refer in any way to legitimate advertising in regular publications or even in special publications which are treated on a strictly legitimate and business basis, and can exemplify the advertising value of such special publications.

DELEGATION FROM PHILIPPINES WILL BE ENTERTAINED BY CHAMBER OF COMMERCE

Forty official representatives of the Philippine Government will be in San Francisco on Friday of this week, arriving on the Army Transport Sherman.

L. V. Carmack of the Bureau of Insular Affairs, accompanied by Hon. Jaime Deveyra, Resident Commisioner of Insular Affairs, from the Philippines, left Washington on March 15th to be in San Francisco to receive the Commission, which is headed by Hon. Manuel Quezon, President of the Philippine Senate, as chairman of the delegation. The party includes cabinet officers, senators and representatives, educators and merchants.

Chamber to Afford Every Courtesy and Facility to Mission

The Chamber is informed that the delegates desire to get in touch with our merchants who are in the market for the various products of the Philippines, such as sugar, hemp, tobacco, vegetable oils, etc. Representatives of the Chamber will meet the visitors with automobiles on their arrival on Friday, taking them to their hotels. On the following day, Saturday, they will be given a trip around San Francisco by machine and a luncheon at some suitable place.

The San Francisco Commercial Club will, in conjunction with the Chamber of Commerce, entertain the Commission at a luncheon on Monday in the rooms of the Commercial Club and immediately thereafter the visitors will be available for conferences with San Francisco merchants.

Separate rooms will be set aside in the Commercial Club and the Chamber of Commerce to conferees on various subjects and commodities. Interested members are asked to consult with the Foreign Trade Department of the Chamber.

DUN'S REVIEW

General trade adapted to the policy of buying only for immediate wants, shows little change from week to week. In retail channels distribution is quite active and with stock being reduced wholesalers are optimistic as to the future. Dealers in silks at wholesale express satisfaction with the volume of business being transacted and say that trading in futures is practically nil. Men's furnishings are moving fairly well, trade holding a more steady tone during the past few weeks and there have been several new stores started recently in this line. Knitted and dry goods are quiet and collections in most wholesale lines exhibit a tendency to slowup some.

Distribution of tobacco products has been somewhat disturbed by the new tax. It is said that retailers generally have taken advantage of the opportunity and have added to the cost to consumer, giving them a better margin of profit.

Staple food products are active for the period and prices continue to drop some.

The milling of the California rice crop will be completed within thirty days. The Belgian Relief Commission recently placed an order here for 323,000 pockets and further business is expected from this quarter. An estimate of the crop as of March 1, 1919, shows 1,800,000 100-pound bags, milled, of a total available supply of 3,500,000 bags of which 250,000 bags will be held for seed purposes.

General business is somewhat disturbed on account of local labor unrest and the unsettled National and International economic questions.

TRADE AT A GLANCE BY BRADSTREETS

SAN FRANCISCO

Wholesale and Jobbing Trade—Good.
Retail Trade—Fair.
Manufacturing and Industry—Good.
General conditions—Good.
Collections—Fair.

SEATTLE

Wholesale and Jobbing Trade—Good.
Retail Trade—Improving.
Manufacturing and Industry—Better.
Collections—Fair.
Shipyard strike settled.

PORTLAND

Wholesale Trade—Good.
Retail Trade—Improved.
Manufacturing and Industry—Fair.
Collections—Good.

SPOKANE

Wholesale and Jobbing Trade—Fair.
Retail Trade—Fair.
Manufacturing and Industry—Quiet.
Collections—Good.

LOS ANGELES

Retail Trade—Fair.
Wholesale—Good.
Manufacturing and Industry—Good.
Collections—Very good.
Heavy rainfall overnight and today assuring finer prospects for citrus crop and business in general.

INFORMATION WANTED

The San Francisco Chamber of Commerce has been addressed through the office of the Mayor of San Francisco by the State Bureau of Municipal Information of the New York State Conference of Mayors and other City Officials on the subject of rent profiteering. It is thoroughly believed that very little of such profiteering has been practiced in San Francisco.

It is the purpose of the New York State Conference of Mayors to issue compilations of information along these lines from fifty of the largest cities in the United States. It is imperative that San Francisco should do justice to herself in these reports and for this reason, the Industrial Department is desirous of obtaining all possible evidence to show the exact situation in our city.

Any specific evidence along these lines should be forwarded to the offices of the Chamber.

SAN FRANCISCO FIRM DESIRES ORIENTAL CONNECTIONS

A San Francisco firm of exporters and importers desires to get in touch with representatives in the Philippine Islands, Australia, New Zealand, China, Japan, Siberia, South and Central America, who would be interested in buying and selling native and American goods.

COFFEE ARRIVALS

The Green Coffee Association of the San Francisco Chamber of Commerce reports the following arrivals during the past week, with coffee consigned to members:

March 13, 1919, S. S. Westerner, 1,076 bags of coffee.
March 14, 1919, S. S. Baja California, 5,833 bags of coffee.
March 14, 1919, S. S. Northland, 6,990 bags of coffee.
March 16, 1919, S. S. San Juan, 19,023 bags of coffee.

EDWARD N. HURLEY BOOSTS FOREIGN TRADE CONVENTION

The following telegram from Edward N. Hurley Chairman United States Shipping Board to the Foreign Trade Department of the Chamber indicates the importance of subjects to be discussed at Chicago on April 24th, 25th and 26th.

"The National Foreign Trade Convention to be held in Chicago April twenty-fourth to twenty-sixth and the annual meeting of the Chamber of Commerce of the United States to be held in St. Louis April twenty-ninth to May first are the two most important meetings of business men that have been held in this country for thirty years. Both conventions are going to discuss the question of the future of our Merchant Marine and Foreign Trade, the two most important problems before not only the American people but the peoples of the countries throughout the world whom we hope to be helpful in serving. It is my sincere hope that the business men of the Pacific Coast who are so vitally interested in these problems will lay aside their personal business affairs and make a contribution of their knowledge and views at these conventions so that our country may profit by their counsel and advice."

DO YOU REALIZE?

What the 1920 Foreign Trade Convention Would do for San Francisco if Secured?

The 1918 National Foreign Trade Convention was held in Cincinnati and was attended by about fifteen hundred of the leading commercial men of the country. Desiring to ascertain whether any benefits had been realized therefrom the Foreign Trade Department of the San Francisco Chamber of Commerce asked the Cincinnati Chamber of Commerce the direct question and the following reply has just been received:

"Relative nineteen twenty Foreign Trade Convention the fact that Cincinnati had the convention in nineteen eighteen has revolutionized the attitude of this district towards foreign trade and stimulated activities along these lines. From a publicity standpoint alone though meeting was worth a million dollars to Cincinnati and her manufacturers also greatly increased prestige of local organizations when appealing to Government for constructive legislation. Out of appreciation of the efforts of Capt. Dollar you can count on our support for securing the 1920 convention."

FOREIGN TRADE OPPORTUNITIES

3058. Monterey (Mexico). Mexican branch of large American firm has opened offices in Monterey and desires to secure the exclusive agencies of local firms desiring representation in Mexico.

3059. Osaka (Japan). Established Japanese firm desires to communicate with importers of stationery, office equipment, paper, note books, etc.

3060. Yokohama (Japan). Exporters of Fuji silk and Japanese silk desires to get in touch with interested importers.

3061. Tokyo (Japan). Manufacturers of embroidery silk, habutae reels, leather bags, cigarette sheaths, magic lanterns, flags, etc., desires to get in touch with local importers.

3062. Manila (P. I.) Merchant desires to get in touch with manufacturer or exporter of ribbon bow holders. Desires samples, prices, etc. Details on file.

3063. Kobe (Japan). Manufacturers of graphophone, sewing and knitting needles, fish hooks, pins and glass beads, etc., desires to get in touch with interested importers.

3064. Rotterdam (The Netherlands). Established commercial agent fully acquainted with canned goods trade, wishes representation for canned salmon, and wishes canners or exporters of this product to communicate with him.

3065. Leeuwarden (Holland). Established firm with connections in Dutch East Indies and Holland desires to import goods of American make on commission basis.

3066. Soerabaia (Dutch East Indies). Established house desires to get in touch with local importers of Eastern products such as sugar, pepper, tin, copra, coffee, cocoanut-oil, rubber, castor bean, castor oil, sisal hemp, cotton goods, tapioca and peanut oil, etc., and exporters of chemical goods, bar iron, steel, corrugated galvanized sheet.

3067. Ciudad Juarez, Chih. (Mexico). Party desires to get in touch with local exporters of groceries.

3068. Vancouver (B. C.) Manufacturers of temperance drink desire to secure a local representative to handle their goods. Also desire to get in touch with manufacturers of dried milk.

3069. Saint-Etienne (Loire, France). Party would like to represent in France, American houses dealing in metallurgic products, metals, furniture for mines, hardware, cycles, machinery, sewing machines, general implements, glassware, etc.

3070. Lyon (France). Party desires to represent in France, American houses dealing in foodstuffs and especially those having trade marks.

LOCAL COMMITTEE TO MAKE RECOMMENDATIONS TO SHIPPING BOARD

Petition to be formulated for equitable adjustment of freight rates and fair allotment of bottoms.

At a well attended meeting held at the call of the San Francisco Chamber of Commerce, Marshall Dill presiding, in the Assembly Room in the Merchants Exchange Building, last Thursday afternoon, many concrete suggestions and recommendations were offered as remedial to the present ocean rate situation.

Representatives of many lines of industry reported business practically at a standstill due to inability to get sufficient bottoms to carry freight and on account of the stringent need of an equalization of freight rates as between boats plying from this coast and Atlantic ocean commerce.

Harold Ebey, local representative of the Shipping Board was present and stated that the Shipping Board craved constructive suggestions from steamship operators, shippers and merchants and further stated that a number of wooden vessels would be available within a short time although the exact number could not be stated. He pointed to the difficulty which had been encountered in the operation of wooden vessels and to the fact that the Shipping Board had ordered the discontinuance of further wooden construction.

In order to prepare the best method of bringing suggestions to the Shipping Board, it was decided that a special Committee be appointed to prepare a report to the Foreign Trade Committee of the Chamber of Commerce for their action, offering the aid of shippers, manufacturing and producing interests to the Shipping Board.

It was pointed out that no criticism of the present policy of the Shipping Board was intended and that the whole idea was to be of assistance in solving the present problem which means so much to San Francisco and the Pacific Coast.

San Francisco Chamber of Commerce Activities

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For What You Want to Know —— Call KEARNY 112

PRODUCERS AND MANUFACTURERS ARE THE BONE AND SINEW OF TRADE

By Marshall Dill

When we hear of the National Foreign Trade Convention, our minds recur to the activities of the importing and exporting organizations. This is a mistake. We should go behind the activities of the exporter and visualize the Manufacturer and the Producer. They are the basic forces, the foundations on which foreign trade is built. It is the actual Producer and Maker of merchandise brought to a high point of education in foreign merchandising, who, after all, is the one with whom trade activities initiate.

California must have in its delegation to Chicago a preponderance of this class of representatives. Bankers are important and so are importers and exporters; insurance men are necessary, too, but after all these are merely the mediums through which foreign trade is done. The Producer is the man to whom America must look to support the vast Merchant Marine which will be turned over to us in such a short time. If the Manufacturer does not respond to the responsibility of entering into the export trade, what will become of our Merchant Marine, now that it is practically within our grasp? For years, even prior to the war, the Manufacturer has asked for ships. He has importuned Congress, he has fathered propaganda work, and now that he has at his disposal this enormous fleet, let him start in to educate himself to utilize it, lest he lose it.

This is the first National Foreign Trade Convention we have been called upon to support since we have had our own Merchant Marine and unless every Manufacturer of every commodity takes upon himself a little of the responsibility of providing merchandise for foreign buyers, we can all with good reason become apprehensive of our future among exporting nations. It was estimated by a number of professional exporters at a recent gathering that only one Producer or Manufacturer in fifty had a conception of the conditions necessary to place his products in foreign markets with any degree of success. This must be a fact because practically all professional exporters handling American merchandise agree on this statement whether they are situated in New York or San Francisco. Accepting this truism, what greater opportunity can a California Manufacturer and Producer have than to take a few days off, jump on a well-equipped special train, go to Chicago and meet successful traders in international commerce from every part of the United States.

I call upon every Producer and Manufacturer to think over this situation. It makes little difference whether you are a dried fruit packer, a canned goods producer, a tanner, a miner of chrome or magnesite, a grain producer or a flour miller; the same situation is applicable to each and every one of you. You are not shut off from all the markets of the world. The tanner may think that he is eliminated from the markets of the Orient, and South America and Australia, and he may never find out until he attends a trade convention of this kind that he can sell some of his merchandise in Norway or Sweden. A flour manufacturer may for the first time secure the information that not only can he export his flour with success to Central and South America, but that he can also trade with a high degree of profit along the coast of Eastern and Western Africa. The manufacturer of some other commodity may think that his particular class of manufacture is so local in its idea and scope that it cannot be exported under any conditions, but he finds out to his surprise that probably with a few changes in its general scheme, he can place his products in many districts.

This is what these trade conventions do for the Manufacturers and Producers. They, above all else, must take an interest in those things which heretofore have been a sealed and mysterious book. The whole new scheme of ocean transportation, freight rates, our position among the nations of the entire world, depend on the success that we will have from now on in utilizing ocean transportation. Remember Mr. Manufacturer and Mr. Producer that on your shoulders lies the responsibility of doing for America within a few months what it has taken the merchants of England one hundred and eighty years to do for the British Empire. Do not leave this work for the exporter to accomplish. He is merely a salesman, an organization, a general method and system, and you merely use this system in your foreign trade. Without you and your initiative the exporter is powerless. He must have the products to export or manifestly exporting cannot be accomplished. He must also have the correct and proper products to sell, or his buyers will not be interested, and if his products are not attractive the Manufacturer is solely responsible.

Talk of San Francisco's wonderful harbor and of California's climate will be mere holiday oratory unless the manufacturer starts in now to fill up the merchant marine with his merchandise. He has no excuse now but ignorance and this will be denied him by attendance at the Convention.

I am speaking in this emphatic way, not only to the Manufacturers in San Francisco but to the Producers and Manufacturers in and around the good cities of Stockton, Sacramento, Fresno, San Jose, wherever there is a smokestack and wherever anything is being created. Some of our biggest industries and our manufacturers are situated on the upper shores of the Bay. It is my earnest hope that this appeal will get into the hands of some sympathetic spirit in the organization of every Producer in this State and make this convention at Chicago larger and stronger than ever before. Remember Mr. Manufacturer and Mr. Producer that one of the many reasons for your attendance, besides that of general education and associations, is the keen desire on the part of the commercial factors of this city, that the 1920 Convention be held in San Francisco. If this is secured to us and you properly support such a movement the connections you will make with a convention in your own city from an exporting standpoint are inestimable.

DISTINGUISHED VISITOR FROM FRANCE

Lieutenant Maurice Boyer, a member of the French High Commission to the United States, a graduate of the University of Paris and former secretary of the Bank of Paris for six years, arrived in San Francisco on Wednesday, March 19th. Lieutenant Boyer is on the last lap of a nation-wide tour of the United States and will be the guest of the Chamber of Commerce at a luncheon on Friday of this week and will make his headquarters at the Chamber for such conferences as may be arranged with interested parties.

The guest is thoroughly conversant with financial and business conditions in France and will be glad to take up with the merchants of San Francisco any problems or suggestions which may lead to the furtherance of trade relations between the two countries.

Inquiries regarding appointments with Lieutenant Boyer should be addressed to the Foreign Trade Department of the Chamber.

MAKE YOUR RESERVATIONS NOW

The Seventh Annual Meeting of the Chamber of Commerce of the United States will be held in St. Louis, April 28th to May 1st of this year, and, for the purpose of facilitating hotel reservations, there has been organized at St. Louis, a Hotel Placement Bureau in charge of Mr. J. Parker Bailey who receives applications for hotel accommodations.

You are urgently requested to make application for hotel reservation through this Hotel Placement Bureau only, expressing your preference, if any, as to particular hotel. The Bureau will place reservations with the St. Louis hotels in the order of their receipt.

Applications whenever possible should be filed with the bureau on or before April 23, 1919. The St. Louis hotels will refer all applications received, direct to the Bureau for allotment. The average rate in St. Louis hotels, American plan are:

Single room with bath	$2.50 up
Double room with bath	3.00 to $6.50
Single room without bath	1.50 to 3.00
Double room without bath	2.00 to 4.00

Upon receipt of your application, the Hotel Placement Bureau will make the reservation and advise you where made and the rate to be charged. The hotel will also confirm the reservation direct to you. Please file your application at the earliest possible date. State in detail, the hotel accommodations you desire, the date you will arrive in St. Louis, and whether you will be accompanied by anyone, in which case, give name or names. Your cooperation will greatly assist the St. Louis people in adequately arranging for the comforts of those attending the Seventh Annual Meeting of the United States Chamber of Commerce.

MARINE DEPARTMENT

Ship Dunsyre, owned and operated by the Standard Oil Company, arrived at Wellington, N. Z., on March 8th making the run down in 39 days averaging 151½ miles a day. This run is considered a record. The vessel carried from here 80,000 cases case oil.

The Toyo Kisen Kaisha has notified the Marine Department that their Steamer Tenyo Maru will sail from San Francisco for Oriental ports on March 20th, followed by the Korea Maru on March 28th.

The Robert Dollar Company will have the Steamer Stanley Dollar leaving San Francisco on April 18th, for Batavia, Samarang and Soerabaia.

The French Bark Bretagne has been chartered by Balfour, Guthrie & Co. to load cargo barley at this port for discharge in United Kingdom, at rate 110 shillings.

G. W. McNear, Inc., will dispatch the Schooner Mindoro, in the near future, to New Zealand ports with case oil.

The Schooner Forester has been fixed for a voyage to New Zealand from San Francisco, under charter to the Standard Oil Co.

The Marine Department has received the 1919 issue of the American Bureau of Shipping and American Lloyds, containing the record of American and Foreign Shipping. Also the two supplements, with records to February 1, 1919.

This department has been advised of the change in the personnel of the Norway Pacific Line viz: Fritz S. Olsen, President; F. Wm. Kutter, Vice-President and Secretary; J. J. Skelsie, Treasurer, representing Fred Olsen Company; Peter Olsen, Christiania, Norway. Offices 511-514 American National Bank Building. The above change went into effect on March 1, 1919.

The Marine Department of the Chamber has just received from the Department of Commerce (Lighthouse Service) the latest lighthouse list of the Pacific Coast, United States, Canada, Hawaiian and Samoan Islands, corrected to January 1st this year. Mariners and shipowners can see same at this department upon request.

The Union Oil Steamer Los Angeles, built for the coast oil trade, and which has been operating under Government control the past year carrying oil from Tampico, Mexico, is returning to San Francisco.

TRANS-PACIFIC MAILS

The following sailing dates and closing times of Trans-Pacific Mails are based on the latest information furnished by steamship companies. They are subject to change on notice. Paper mail for Hawaiian and Philippine Islands closes one hour earlier than time given.

Destination	Steamer	Leave	Date	Ordinary Mail Closes Ferry	Registered Mail Closes Ferry
Australia & West Australia	Ventura	S. F.	April 8	11:30 am	11:00 am
New Zealand	Paloona	S. F.	Mar.28	8:30 am	8:00 am
China and Japan	Suwa Maru	Seattle	Mar.21	9:20 am.Mar.19	8:00 pm.Mar.18
	Tenyo Maru	S. F.	Mar.23	9:30 am	9:00 am
	Korea Maru	S. F.	Mar.27	9:30 am	9:00 am
Hongkong	Suwa Maru	Seattle	Mar.22	9:20 am.Mar.20	8:00 pm.Mar.19
	Tenyo Maru	S. F.	Mar.24	10:30 am	10:00 am
	Korea Maru	S. F.	Mar.28	10:30 am	10:00 am
Straits Settlements	Grotius	S. F.	Mar.22	11:00 am	10:30 am
	Tenyo Maru	S. F.	Mar.24	10:30 am	10:00 am
	Korea Maru	S. F.	Mar.28	10:30 am	10:00 am
	Wilis	S. F.	Mar.29	8:30 am	8:00 am
Dutch East Indies	Grotius	S. F.	Mar.21	9:30 am	9:00 am
	Tenyo Maru	S. F.	Mar.23	9:30 am	9:00 am
	Korea Maru	S. F.	Mar.27	8:30 am	8:00 am
	Wilis	S. F.	Mar.29	9:30 am	9:00 am
Hawaii	Grotius	S. F.	Mar.22	8:30 am	8:00 am
	Tenyo Maru	S. F.	Mar.24	11:30 am	11:00 am
	Korea Maru	S. F.	Mar.28	11:30 am	11:00 am
	Wilis	S. F.	Mar.29	8:30 am	8:00 am
Manila, P. I.	Suwa Maru	Seattle	Mar.22	9:20 am.Mar.20	8:00 pm.Mar.19
	Tenyo Maru	S. F.	Mar.24	11:30 am	11:00 am
Tahiti	Paloona	S. F.	Mar.28	8:30 am	8:00 am
Shanghai	Suwa Maru	Seattle	Mar.21	9:20 am.Mar.19	8:00 pm. Mar.18
	Tenyo Maru	S. F.	Mar.23	9:30 am	9:00 am
	Korea Maru	S. F.	Mar.27	9:30 am	9:00 am

HOUSE COMMITTEE ON NAVAL AFFAIRS TO BE GUESTS OF CHAMBER ON SUNDAY

The San Francisco Chamber of Commerce has invited the House Committee on Naval Affairs, who are visiting the Pacific Coast, to be its guest on Sunday, March 23rd and the proposed program of entertainment has been wired to Congressman Elston, who is with the party.

Admiral Jayne, Mayor Rolph, the Commercial Development Committee of the Board of Supervisors, the City Engineer, the Clerk of the Board of Supervisors and the Board of State Harbor Commission have been invited to participate in receiving and entertaining the party.

The San Francisco party will go by a navy boat from San Francisco and meet the Naval Affairs Committee at Oakland Sunday morning at 10 o'clock and take them direct to Hunters Point for an inspection of that place and thence for a boat trip along the San Francisco water front.

A luncheon will be tendered the party at the Hotel St. Francis and this will be followed by an auto ride along the water front and over the city's scenic highways. In the evening, the party will be entertained at an informal dinner and this will be followed by a trip through Chinatown.

HIGH PRAISE FOR THE ACCOMPLISHMENTS OF THE STATE COUNCIL OF DEFENSE

Federal appreciation of the war work accomplished by the State Council of Defense is expressed in a letter received by Chas. C. Moore, Director from John F. Cravens, Chief of the Federal Agency Section of the Council of National Defense. While the State Council of Defense has been dissolved as such, there is being formed under Mr. Borree's chairmanship, another organization to be known as the State Committee on Readjustment, and in acknowledgment of a letter from Mr. Boree, Mr. Craven states *"You will be pleased to know, I am sure, that your combined efforts have placed the California State Council in the list of those which we regarded as the most efficient."*

The committee on readjustment will carry on such work of the State Council as is yet uncompleted, and will give heed particularly, to the problem of soldier re-employment. Mr. Craven further states that the State Council has given a great impetus to community organization and trusts that both as members of the Council and as individuals, the interest will be retained in this great movement.

With two exceptions, all of the county divisions of the State Council of Defense, have accepted reappointments for service of the State Committee on Readjustments and the response to the invitation to keep together, the splendid citizens organization to aid particularly in placement in industry of returning soldiers and sailors, is exceedingly gratifying to the State Committee.

The various Placement Bureaus are active and are displaying a keen interest in the "Progress charts," kept by the State Committee which show from time to time, the percentage of efficiency in organizations. More and more counties are registering 100% and it is confidently expected that as large numbers of California fighting men are discharged, they will be readily provided for and reabsorbed in new industry.

Mrs. Robert J. Burdett has been appointed Federal Field Secretary for California in the Council of National Defense. The duties of the Field Secretary are to keep the field division informed in regard to the execution of the program of the Council of National Defense in California undertaken by the State Committee on Readjustment as successor to the State Council of Defense, to make special investigations and recommendations on request, and to circulate in the State, such material as may be supplied by the Council of National Defense.

THE POSTAL SERVICE

The Superintendent of the San Francisco Division of Railway Mail Service has addressed the Chamber, asking for suggestions as to possible improvements or statements regarding the present efficiency of the mail service. The members of the Chamber are therefore asked to send into this office anything they may have to say in answer to the following questions:

Do you find the parcel post service dependable?

Does it meet the merchants' requirements?

How can it be improved to meet the needs of the community?

Are present facilities ample for the receipt and dispatch of letter mail; if not, what additions or corrections are necessary?

GENERAL MERCHANDISE

Bids will be open at the Zone General Supply Depot at Fort Mason on March 21st for miscellaneous supplies including tacks, wire rope, mica, twine, index cards, furniture, hardware and plumbing supplies, rubber hose and valves.

Details and specifications are on file at the Exchange Hall of the Chamber of Commerce.

Bids will be opened at the Zone General Supply Depot at Fort Mason on March 24th for miscellaneous supplies including leather belting, steel pipe, valves and steam pumps; on March 25th for heavy hardware and plumbing supplies, shoe findings and feather dusters.

Details and specifications are on file in the Exchange Hall of the Chamber of Commerce.

It is reported that bids for about $2,000,000 worth of supplies will be opened by the Supply Committee of the Board of Supervisors on Monday, April 28th. Specifications and blanks will be available for distribution on April 14th from the office of the clerk of the Board of Supervisors.

BUSINESS ANNOUNCEMENTS

The International Mercantile Marine Company, the big American steamship operators, with offices at present at 319 Geary Street announce that they will move on or about March 22nd to 30 Montgomery Street. The same telephone numbers as heretofore, will be retained.

ERROR IN LAST ISSUE

Owing to the phonetic similarity between B and D and S and F the announcement which appeared in the last issue of the Activities relative to D. S. Stern & Company opening offices in New York City, attention is called to the fact that the initials should have been D. S. instead of B. F. Stern & Company, of 46 Davis Street, San Francisco.

DIRECTOR THELEN MEETS SHIPPER MEMBERS

The Traffic Bureau of the Chamber of Commerce is in receipt of the following advice which is quoted for the information of the members. In our opinion the action of Mr. Thelen will result in expediting the adjustment of claims and clearing up the question of publishing information in connection with dockets of the various district committees.

"On March 11th Max Thelen, Director of Public Service, with his two assistants, George W. Atkins and C. B. Heinemann, met in conference with shipper members of the freight traffic committees who were attending the meeting of the National Industrial Traffic League at New Orleans. Mr. Thelen got acquainted with them personally and with the problems of administration that arise to perplex them.

"The principal subject discussed was the proposal that matters of local import decided by the district committees should go to Washington district instead of passing through the hands of the intermediate or territorial committees. Mr. Thelen committed himself to this plan.

"He also indicated that he would endeavor to bring about increased representation of shippers on the freight traffic committees, so that there would be an equal number of shippers and railroad men on each.

"One thing that was discussed at length was the feature of the publicity plan put into effect by Directors Chambers and Thelen providing that a date for hearing a conference must be set on each subject docketed. The Western committeemen insisted that their former plan of simply indicating the minimum period of time within which the subject would be disposed of and not setting a date for hearing unless a hearing was requested, was better, but Director Thelen said the district committees must give the new plan a thorough trial.

"Committeemen were impressed with the importance of doing everything possible in the interest of speed.

"Another innovation Mr. Thelen seemed inclined to favor was showing on the docket who initiated the proceeding. This was opposed strenuously by some of the members, but it was argued that such a course would tend to prevent the "putting over" of schemes by those who might hesitate if their identity had to be disclosed."

NO DOCKETS BETWEEN MARCH 10TH AND 15TH INCLUSIVE

The San Francisco District Freight Traffic Committee has informed the Traffic Bureau that between the dates of March 10th and March 15th inclusive no dockets were issued by the Committee.

PLACEMENT BUREAU

DISCHARGED SAILORS AND SOLDIERS

49. Discharged officer, university graduate, desires position with good business firm. Willing to accept small remuneration if opportunity for advancement.

50. Advertising or sales manager, capable copy writer, knows engraving, printing, commercial art work, catalog and direct mail literature production.

51. Clerical or stenographic position desired by discharged soldier, with 14 years experience in Traffic Department of C. B. & Q. R. R. Co., San Francisco.

52. Young man, sales experience, and former head of large office, age 28, desires position as salesman of high-grade product, or an office position of responsibility, salary commensurate with ability. In over-seas service for year and one half. Best of references.

53. Lieutenant discharged, considerable executive experience mostly in lumber and aircraft manufacture. Willing to take anything if advancement is assured.

54. Discharged naval officer, gradnate of University of Michigan, desires position with newspaper. Has had 3 years experience in editorial and advertising departments of leading papers of Chicago and Detroit.

55. Discharged naval officer, 20 years executive position with Southern Pacific. Speaks Spanish, will go to Central or South America or the Orient, as manager rail or water transportation.

56. Position with chance of advancement wanted by soldier about to be discharged (was promoted to captaincy in front line trenches). Experienced in the East in office management and outside salesmanship. Can give best of references from former employer as to ability and best of local references as to character.

57. Wanted, position by recently discharged naval aviator, age 21, college education. Civil engineering course. Writes and speaks Spanish language fluently. Will accept small remmeration if opportunity for advancement is assured.

58. Willing to go anywhere in the world. Can handle black labor. Passed Government Civil Service Examination.

59. Willing to go to Europe, Asia, Africa or any other place. Familiar with bookkeeping, banking. Discharged soldier. Speaks French and German fluently.

GENERAL APPLICATIONS

1334. Advertising and sales promotion manager with more than 20 years intensive merchandising experience. Planned and executed successful advertising and sales campaigns for two of the largest manufacturing concerns in their respective lines. Good executive, excellent correspondent, copy writer of unusual ability. Agency and outdoor advertising training. 40 years old, married. High-grade man seeking real opportunity. Remmneration depends upon future possibilities. Highest credentials.

1335. Able credit man, thorough accountant and tactful correspondent is available for immediate engagement. Am capable to act as secretary and treasurer for corporation or special representative for financial institution. Have filled a most important post in the East during past seven years. Best references as to ability and integrity.

1336. Young single man, age 25, wants position with shipping company, or import or export concern to go to Orient. Can furnish A-1 references.

1337. Married man, 40 years of age, thoroughly experienced in secretarial, stenographic, steamship and rail traffic detail, desires immediate employment with shipping or commercial establishment. Twelve years with prominent San Francisco firm. Best of references. Interview requested.

1338. Secretaryship by American, age 34, twelve years experience advertising, selling, confidential secretary. Present Government activities curtailed.

1339. Have had some twenty years smelting and mining experience in United States, Canada and Mexico as chemist and assayer, foreman, superintendent and metallurgist. For the past year have been engaged in mining in Shasta County, previous to that was engaged in smelting in Mexico.

1340. Salesman, sales manager, age 41, married, resident of San Francisco, have sold leading lines of stoves and ranges, household goods and specialties to large dealers throughout territory west of Denver. Also have experience as sales-manager, can plan sales and advertising campaigns. Desires connection with aggressive concern with sufficient capital to grow and develop.

1341. A young American with four and one-half years experience in export and import house in Japan desires position with a reliable firm on the Coast as buyer or seller of Japanese commodities, such as chemicals, paper, matches, oil, pearls and waxes.

SPECIAL—Wanted position as publicity man with development company by man of executive ability, and training as public speaker.

SPECIAL NOTICE

Wanted by San Francisco firm of high standing, a first-class business manager with sufficient capital to interest himself financially.

FORWARD, MARCH

Building operations throughout the entire country have been marking time to the tune of essential and non-essential industries.

Industrial activities are, faster than was expected, assuming normal conditions and there seems to be almost no reason for delaying business expansion.

A canvass of several institutions in the intensive manufacturing centers of the middle western states has been made with the result that it seems to be the consensus of opinion of captains of industry from many quarters that there are sound reasons why further delay should not be allowed in structural and institutional enlargements. The reasons advanced are economically sound and patriotically good.

There has been, for some time past, a belief that the prices of labor and material would drop considerably with a consequent decrease in the cost of building construction but the facts as they exist are that there are such rapid developments in commercial opportunities with such slight indications of substantial decrease in cost of materials during the next four or five years that the inability to handle through insufficient quarters the tremendous amount of business offered, that the gain by delay in construction work will not compensate for loss sustained through inability to handle the tremendous volume of business which may during that period, be handled through ample and efficiently arranged plants.

It is urged by some that while there may be slight decreases in the cost of building materials as indicated by drops in the prices of steam heating materials approximately 25% and plumbing fixtures from 15% to 20%, that labor represents 60% of the entire cost and there are no indications that this item will be materially decreased in the near future. Rapidity in carrying on construction operations during the readjustment period may be expected due to the large number of returned soldiers now seeking new vocations and new stations in civil life.

Every American business man most assuredly feels a deep sense of obligation toward the returned fighters and through the opportunity offered by a determination to proceed immediately with long contemplated building operations, is lending his share of energy to lift the burden which this nation has assumed in providing a means of livelihood for the discharged hero.

EXCESS NAVAL MATERIAL AVAILABLE

Owing to the termination of hostilities and the sudden cancellation of uncompleted contracts, improvement in design and the abandonment of camps, section bases, radio schools, offices and other schools, there has been released a large quantity of supplies and material among which are 400 tons, more or less, monthly of linseed oil cake by-product of the processing of 300,000 bushels of flaxseed, 100 radio transmission sets for aeroplanes, 50,000 Kapok Life Preservers, 100 lots of old material turned in from scout patrol boats when they were placed out of commission, 150,000 yards of balloon cloth.

The Navy Department has designated Boards of Survey Appraisal and Sale, with headquarters at Boston, New York, Philadelphia and Norfolk to dispose of the classes of material referred to above.

This information has been conveyed by the Board of Survey Appraisal and Sale of the Navy Yards, Philadelphia, Pa., through A. I. Esberg Director of the Chamber of Commerce of the U. S. A., but it is assumed that the author of the correspondence, Mr. J. D. Robnett, Commander (P. C.) U. S. N. Senior Member would be the proper individual to address, to obtain further particulars relative to this matter.

RICE RESTRICTIONS REMOVED

The Foreign Trade Department of the San Francisco Chamber of Commerce has been advised by its Washington representative that on and after March 17th, all restrictions have been removed by the War Trade Board on the importation of Oriental rice.

BUSINESS WANTS

MONKEY WANTED—Mrs. E. E. Claughton, Bridge, Oregon, is in the market to buy a monkey. Reply must be accompanied by its picture.

PAPER—Emil H. Erickson, Live Oak, Cal., is in the market for high grade bond or parchment stationery.

DREDGING—Bids will be opened at the U. S. Army Engineer's Office, 405 Custom House on April 12th for hire and operation of dredging plant for work in Sacramento, San Joaquin Rivers and Tributaries.

Details and specifications are on file in the Exchange Hall of the Chamber of Commerce.

CONDENSED MILK—S. L. Jones & Co., 140 California Street, San Francisco, desires to secure and account to represent packers of condensed milk.

JAPANESE CURIOS—Thos. McDermott, 2508 Drury Ave., Kansas City, Mo., is in the market for Japanese curios wholesale.

SHOE LEATHER—John C. Siegfried & Co., 268 Market Street, San Francisco, wishes to get in touch with shoe leather jobbers in California.

FISH OIL SOAP—Those who might be interested in purchasing fish oil soap may communicate with the John F. Leinen Chemical Company, New Call Building.

CORD WOOD—H. C. Jackson, Box 38, Monticello Road, Napa, Cal., is seeking a market for oak cordwood.

POULTRY AND VEGETABLES—D. Merritt, Marina, Cal., is in the market to dispose of fresh vegetables, rhubarb, poultry, game and Belgian hares.

HORSES AND MULES—There will be sold at a public auction at Camp Kearny, Cal., beginning at 9 A. M., March 20, 1919, and continuing daily until all animals are disposed of, the following:

276 Cavalry Horses, 135 Draft Mules, 159 Pack Mules

Details and specifications are on file in the Exchange Hall of the Chamber of Commerce.

BIRDS AND PET ANIMALS—Harold M. Peterson, 306 W. Yakima Ave., Yakima, Wash., is in the market for birds and pet animals.

SURVEYING INSTRUMENTS—Geo. F. West, Mgr. Yerington Electric Co., Yerington, Nev., is in the market for surveying instruments.

PENCIL WOOD—G. Higherty, Mgr. Sumitoma Bank, Ltd., 315 California Street, San Francisco, desires to get in touch with dealers in white cedar pencil wood.

SULPHUR—Texas Gulf Sulphur Co., 14 Wall Street, New York City, is in the market to dispose of sulphur.

FURS AND SKINS, GLUE, SOAP AND GLYCERINE—General Hide & Skin Corp., 59 Franklin Street, New York City, desires to get in touch with importers of Alaskan furs and skins and manufacturers of glue, soap and glycerine.

FLAGS AND BADGES—Leonard Bartelmeh, Box 867 East Pittsburgh, Pa., wishes to communicate with manufacturers of flags and badges.

ASBESTOS (LONG FIBRE)—George Seaver, c/o Hotel Stewart, San Francisco, is seeking a market for long fibre amphibole asbestos.

SUGAR—Bachechi Mercantile Co., Albuquerque, N. Mex., is in the market for sugar, wholesale.

TANKS—H. B. Murray, 1343 10th Street, San Diego, Cal., is in the market for wooden tanks used in the cyanide process.

ALUMINUM WARE—S. S. Wolfson, Melrose Hotel, Pittsburg, Cal., is in the market for aluminum ware and novelties.

ICE CREAM AND CONFECTIONS—A. B. Scofield, c/o Union High School, Salinas, Cal., wishes to get in touch with dealers in ice cream, candy and other confections.

HOPS—E. P. Eustice, 813 Crocker Street, Des Moines, Iowa, is in the market for hops.

SAN FRANCISCO GOODS IN NEW YORK CITY

Davis & Gilchrist, Whitehall and Bridge Streets, New York City desire to represent San Francisco manufacturers in that market.

Knight-Counihan Printing Co.

SAN FRANCISCO
CHAMBER *of* COMMERCE ACTIVITIES

ATTEND

6th National Foreign Trade Convention April 24, 25, 26, Chicago ~ ~ ~ ~ | **7th Annual Meeting Chamber of Commerce of U.S.A., April 29,30, May 1, St. Louis**

Volume 6 | The Commercial, Financial, Industrial and Governmental Metropolis of the Pacific Coast | Number 13

Every Thursday —— March 27, 1919

Future of Pacific Coast Foreign Trade is Assured

READJUSTMENT OF EXPORT RAIL RATES TO BE BASIS OF HUGE BUSINESS FROM COAST PORTS

Advices to the Foreign Trade Department, received late Monday night, carried the important message of the readjustment of the import and export rail rates as effecting Pacific Coast ports.

The efforts of the Chamber of Commerce to secure a proper equalization of rates have been noted in these columns for the past two months. A petition was prepared and submitted to Director of Traffic Edward Chambers who promised to secure action at the earliest date and this was followed up by concerted action on the part of those interested.

The information regarding the new rates was contained in the following wire to the Foreign Trade Department, under date of March 23rd:

"Director General today approved Pacific Coast export rates, prepared by Division of Traffic. Most of these rates are figured on basis of equalizing through Pacific Coast ports the through charges obtaining through Atlantic Coast. On new commodities carrying a very low value, rates have been made arbitrarily to meet foreign competition. Division of Traffic now working on import rates which will shortly be announced."

HURLEY CONGRATULATES

The following telegram from Edward N. Hurley, Chairman, United States Shipping Board, to the Chamber of Commerce is of importance as showing the co-operation which may be expected from the Shipping Board in affording tonnage which will be necessary to carry the ocean freight as a result of the rate readjustment:

"My absence from city has delayed reply your telegram 21st. I congratulate you upon the re-establishment by Railroad Administration of Trans-continental export rates through Pacific Coast ports which will undoubtedly result in great benefit to our National Foreign Trade. Shipping Board fully realize that it is not only necessary to have ships available for cargo offering at Pacific Coast ports but also to have regular and dependable schedules of ships in the various trades with definite dates of sailing announced well in advance. It is our purpose to provide adequate Shipping Board tonnage to handle Pacific Coast commerce and to establish such regular lines of trade as rapidly as conditions will permit."

In addition to the above, the Washington representative of the Chamber of Commerce, also advised of the action of the Railroad Administration and forwarded a list of the new rates which are reductions from existing rates. This table of rates is on file in the Foreign Trade Department of the Chamber and interested parties can secure copies on application.

The Chamber of Commerce desires to express appreciation of the courteous attention and consideration of Director of Traffic Edward Chambers in answering requests submitted and is fully cognizant of the immense detail necessary to the solution of the problem.

The adjustment of the export rate situation and the early re-arrangement of import rates means much to the Pacific Coast and the Chamber is sure that its action taken will mean the foreign business of S. F. will receive a great impetus.

CHAMBER ENTERTAINS HOUSE COMMITTEE ON NAVAL AFFAIRS

The House of Representatives Committee on Naval Affairs, who are on the Pacific Coast, to investigate shipping facilities, shipbuilding plants and coast defenses, were the guests of the Chamber of Commerce on Sunday, March 23rd.

The visitors were called for at Oakland's Municipal Wharf early in the morning, and taken on a boat trip about the bay. The itinerary included Yerba Buena Island, Hunters Point, Fort Mason and other important and interesting places. After returning to San Francisco and luncheon at the St. Francis Hotel, an automobile ride gave opportunity of viewing the city's scenic highways and the many beautiful spots in and around San Francisco.

The Congressional Party was taken to the Fairmont for dinner and later in the evening through the old and famous San Francisco Chinatown.

The Chamber's program was aided through the cooperation of city officials, including the Mayor, City Engineer, Supervisors and others. Senator James D. Phelan, Harbor Commissioners J. H. McCallum and Harry Cosgriff, Rear Admiral and Mrs. J. L. Jayne and daughter with other naval officials participated in the entertainment, as well as many members of the Board of Directors of the San Francisco and Oakland Chambers of Commerce.

The members of the Congressional Party included the following:

Hon. Lemuel P. Padgett, Tennessee.

Hon. Daniel J. Riordan and wife, New York.

Hon. William B. Oliver and two nieces (Mrs. Will Brown and Miss Jeanette Duncan), Alabama.

Hon. Carl Vinson, Georgia.

Hon. William J. Browning and wife, New Jersey.

Hon. Fred A. Britten (Mother and Sister, Mrs. Peach and Miss Britten), Illinois.

Hon. Frederick C. Hicks and sister, (Mrs. Geo. A. Thayer), New York.

Hon. J. Arthur Elston and wife, California.

On Monday, March 24th, the Naval party visited Richmond Harbor and Mare Island.

Geo. C. Boardman, Vice-President of the Chamber, who arranged Sunday's trip, also accompanied the committee on the visit of inspection.

ALASKA BECOMING ACTIVE

Alaska holds many things in store for San Francisco and likewise, Alaska looks to San Francisco for many stores.

While economical conditions have not and are not in the best possible condition for commercial relations between San Francisco and Alaska, it might be well for San Francisco merchants to bear in mind the future that can be developed along the lines of trade with our Northern territory.

The coal situation in Alaska means much to San Francisco and the development of commercial relations serves to increase the speed of the time which must elapse before coal from the Alaska fields may be available to this city. In order to bring out coal we must ship merchandise in, and this shipping must be done in large quantities.

The present indications are that general business activities will begin in Alaska this year nearly a month earlier than usual. Already the cannery people have started their annual overhauling and improvements in getting in supplies for the season.

Among the opportunities for development in Alaska are gold dredger operations, the production of sugar beets, fertilizer reduction work, and many mining operations.

Recent reports indicate that things are moving forward in the Northern country and the indications are that many hundreds of people will be employed this coming year. Through the establishment of proper trade relations there is an immense field for the consumption of general merchandise of all varieties and particularly such materials as are supplied by the machinery supply houses of this city. The territory also offers a good field for professional men such as doctors, dentists, etc.

PHILIPPINE MISSION GUESTS OF CHAMBER

Commercial Club Cooperation of Great Assistance

The representatives of the Philippine Islands, who arrived in San Francisco on Sunday, were entertained at luncheon by the San Francisco Commercial Club Monday noon, and afterwards conferred with business men and Chamber of Commerce officials on various topics of mutual interest.

Those attending the luncheon were treated to an especially fine address by Jorge Bocobo, Dean, College of Law, University of the Philippines, who is as well a graduate of the University of Indiana. Mr. Bocobo gave evidence of the esteem and love which is in the heart of every Filipino for the United States and all that this country stands for.

Hon. Rafael Palma, Vice-Chairman of the party, gave an interesting talk on the purposes of the Mission in the United States, quoting the resolution adopted by the Filipinos in regard to the trip.

LOCAL BUREAU TO BE ESTABLISHED BY BUREAU OF COMMERCE AND INDUSTRY

Of particular interest to those engaged in trade with the Philippines is the announcement of Dionisio Jakosalem, Secretary Bureau Commerce and Industry of the Philippines, that he has decided to locate a branch of that important department in San Francisco and further that he desires to secure offices as close to those of the Chamber of Commerce as possible.

TRIP ABOUT CITY FOR GUESTS

The Philippine Mission was further entertained by the Chamber of Commerce on Wednesday by a trip over our scenic boulevards and to interesting places with luncheon at the Lakeside Golf Club.

The entire delegation was profuse in its appreciation of the manner of their reception in San Francisco by all concerned.

LIEUTENANT BOYER FRENCH HIGH COMMISSIONER, MAKES CHAMBER HIS HEADQUARTERS

The Chamber has had the great pleasure during the past few days of offering its entire facilities to Lieutenant Maurice Boyer, who is in San Francisco representing the French Government, with the purpose in view of studying economic conditions upon which to base recommendations for the furtherance of commerce between this country and France.

Lieutenant Boyer was the guest of honor at a luncheon in the San Francisco Commercial Club on Friday, March 21st, and made a very impressive talk on conditions in France, giving particular emphasis to the financial needs of his country. He urged that business men of the United States, in view of the intense honesty of business procedure in France, make it possible to secure long credits. The French reconstruction plans are going forward rapidly but the cooperation of other countries will be of great value at this time. The destruction of certain territory in France by the Germans was so complete, according to Lieutenant Boyer that for some time portions of land would be practically worthless, and the extension of long term credits to French business firms and individuals will go a long way toward aiding in the reconstruction.

France is placing great faith in her colonial possessions and looks to them for much of the raw material which will be needed for production and to keep the industries of France in motion and afford employment in readjustment from war work to peace work.

An ambitious shipbuilding program has been outlined and it may be necessary to place contracts in other countries and naturally France will look to the United States with its immense resources for production along these lines.

CHARITIES ENDORSEMENT COMMITTEE

Exploiting Discharged Service Men

The Charities Endorsement Committee is in receipt of the following important announcement from the State Committee on Readjustment, which is reproduced for the information of members:

"Exploitation of the uniform" is an evil that continues in California, and that it ought to be discouraged by all public spirited citizens, is the opinion of the State Committee on Readjustment, which is seeking to protect the interests of discharged soldiers and their families.

Unscrupulous persons, who keep themselves carefully in the background, are taking advantage of the fact that many of our discharged fighting men are still wearing their uniforms, in order to extract profit from householders whose patriotism can be relied upon not to refuse when they are solicited to purchase.

Some of the profits, of course, go to the soldiers, but invariably the greater part is retained by persons in the background.

In many cases the articles offered for sale are of a shoddy character, and the prices asked are out of all proportion to their value; but usually the citizen takes no account of the price or the quality of the goods when he is confronted by a man wearing the United States uniform.

Another form of exploitation is the arrangement of so-called "benefits," also by persons in the background, who invariably are the only people who benefit.

The State Committee appeals to the citizens to support only the well-known and well-tried organizations, which can guarantee that the proceeds reach the beneficiaries. The War Donations Department of the State Committee on Readjustment is represented in every county of the State, and with the organization to consult there is no reason why communities or returning soldiers and sailors should be further exploited by unworthy persons.

Fraudulent Appeals

"Be a Missourian, before answering hard luck telegrams asking for money to be sent to a soldier."

This is renewed advice from the State Committee on Readjustment.

More fraudulent appeals are being received throughout California, by relatives of men discharged from service or on furloughs.

The swindlers generally obtain the name and address of the nearest of kin, from published casualty lists. Then a telegram is prepared stating that the injured soldier desires to visit home on furlough, perhaps, and that money should be sent, with a stipulation that it may be paid without identification on the part of the claimant. The soldier's name on the telegram is forged. In due time some one applies at the place where payment is requested to be made, at a bank, telegraph office or an express office and secures the fund, if any be sent, under the waiver of identification.

Sometimes relatives are asked to send money to the soldiers in care of the general delivery, at a city post office. Officials advise that in no case should relatives waive complete identification in transmitting funds to soldiers.

If identification be required, a post office or bank can generally protect the sender of funds, and in certain cases may be able to trap swindlers who apply for payment.

The Government has issued a warning to postmasters and the public that demobilization is supplying opportunities for such criminal efforts.

Army surgeons or hospital officials can usually be found where there is an injured soldier, to identify him.

Every soldier now being discharged from service gets all back pay, plus $60 bonus, plus an allowance of five cents a mile to pay for railway and Pullman fares, and for meals en route home.

There can be few cases of genuine or justifiable appeal to relatives, asserts the State Committee.

FOREIGN TRADE OPPORTUNITIES

3071. Canton (China). Established import and export house desires to get in touch with local merchants desiring to do business in China. Especially interested in chemicals, papers, waxes, stationery, etc.

3072. Bruges (Belgium). Manufacturer of laces at Bruges, Belgium, desires to secure a local representative for his product.

3073. Ciudad Juarez, Chih. (Mexico). Merchant desires to get in touch with local importers of Chinese rice.

3074. Paris (France). Party desires to act as representative in Paris for American hosiery.

3075. Blagoveshchensk on Amur (Siberia). Party desires to get in touch with manufacturers and exporters of machinery and building materials.

3076. Mazatlan (Mexico). Firm desires to get in touch with dealers in mustard such as is used by druggists packed in five pound cans. Specify how many cans to the box.

3077. San Francisco (Cal.) Consulate of Denmark has had an inquiry from a firm in Denmark wishing to get in touch with exporters of honey.

3078. Vancouver (B. C.) Established firm desires to get in touch with local firms, not represented in their Province, handling fruits, nuts, produce and canned goods.

3079. Bombay (India). Import and export house desires to get in touch with local firms desiring to import Indian articles and export American goods to India.

3080. San Francisco (Cal.) Consulate of Denmark is in receipt of an inquiry for a firm in Denmark wishing to import or act as a representative for an exporter of the following: silks, fancy articles, dry goods, tissue paper flowers, wire strings for musical instruments, mechanisms for pianos.

3081. San Francisco (Cal.) Consulate of Denmark has an inquiry from a Danish firm in Funchal, Madeira, who desires to communicate with firms interested in importing wheat, maize, and rice from Madeira.

3082. Trieste (Austria). Firm of importers desires to get in touch with local exporters of corn, flour, edible and technical oils, oilseed, copra, hides and skins, grease, coffee, drugs, gums, wool, cotton, silks, hemp, jute, coal, metals and hardware.

NO TRUTH IN REPORTED AUSTRALIAN EMBARGO

The Foreign Trade Department of the San Francisco Chamber of Commerce is officially advised by the Hon. H. Y. Braddon, Commissioner from Australia to the United States, that there is no foundation for press reports regarding prohibition on Australian imports. Restriction applies only to dyes of non-British origin.

JOHNSON MOTORSHIP FOR EUROPE

The Foreign Trade Department is advised that the Swedish Motorship "Kronprinsessan Margareta" will sail from San Francisco about April 12th for Gothenburg, Sweden, via the Panama Canal. The vessel carries first-class passengers.

FUTURE COMMERCE OF THE PORT FORSEEN

A short time ago, Healds Business College instituted a Foreign Trade Course that meets twice a week, which has proven very successful as indicated by the fact that to date approximately 150 business men have enrolled for the training, a record said to be unequaled in any private institution in the United States. Commendation from Government officials has been received for the prompt manner in which a national emergency has been met.

San Francisco will soon need many trained minds to direct increased foreign trade. Study of the details and practices cannot be undertaken too soon nor by too many people if full advantage is to be taken of our opportunities.

A corresponding activity should be shown in the production of manufactured and agricultural products to occupy the attention of our importers and exporters and the space of our Merchant Fleet.

San Francisco Chamber of Commerce Activities

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Published weekly by the

San Francisco Chamber of Commerce

Merchants Exchange Building
465 California Street
San Francisco

For What You Want to Know —— Call KEARNY 112

DON'T FORGET TO ADVANCE YOUR CLOCK

Two o'clock next Sunday morning, March 30th is the hour at which all clocks and watches in train dispatcher's offices and in all other offices opened at that time, must be advanced one hour to indicate 3:00 A. M. to comply with the law enacted by Congress and which became effective at 2:00 A. M. on Sunday March 30, 1918.

"Turn your clock ahead one hour when you go to bed Saturday evening and you will be all right Sunday morning" is the message of the United States Railroad Administration.

The San Francisco Chamber of Commerce, through its Traffic Department has verified the fact that the daylight saving law will be effective this year as it was last year and in so doing refers to General Order No. 61 issued by the Director-General of the United States Railroad Administration for all railroads throughout the country.

The last clause in that order states that this order shall continue in effect during Federal control of railroads, unless such Federal statutes "to save daylight and provide standard time for the United States" shall be repealed or amended in such way that this order will become inconsistent therewith.

Unsuccessful attempts were made at the recent session of Congress to have the daylight saving law changed but the failure resulted in the continuance of last years time schedule until such attempts are successful.

DO IT NOW!

That shabby suit, your winter coat, the rundown shoes, or any other article of wearing apparel you have discarded will be as "velvet" to some refugee across the seas. Pack together all idle garments today. Don't wait until tomorrow. Get your parcel started by sending it to a local Red Cross Chapter *immediately*, because it has more than 3,000 miles to travel before it reaches its destination. The Red Cross has agreed to ship abroad 10,000 tons of clothing to the liberated countries of Europe as soon as that amount can be collected. "Over there" men, women and children are in rags, and every delay increases their suffering. Any warm garment that is whole and clean is acceptable. Warm underwear is a veritable luxury to the refugees and hoisery has long been a thing of the past.

Get together whatever you can spare, but

"DO IT NOW!"

CHAMBER'S WORK APPRECIATED

The office of the Chamber is in receipt of correspondence from the Chairman of the Better Service Campaign Committee of the American Railway Express Company, in which they transmit to the offices of the Chamber of Commerce, appreciation for the spirit of cooperation and helpfulness shown in the Better Service Campaign directed toward securing better packing and better marking methods.

This furnishes but another example of the effect of organized efforts in producing results beneficial to the public welfare and of direct service to its membership.

"WELCOME HOME" DAY

In accordance with authorization from Governor William D. Stevens, giving the State Committee on Readjustment, power to act in the matter of fixing a date for a State-wide "Welcome Home" celebration, it has been decided to take a vote of the above committee on whether the date shall be July 4th or September 9th.

The interested agencies and organizations, municipalities and communities, (which of course include commercial organizations) are urged to give their help in deciding this matter and in communicating with the State Committee on Readjustment the date preferred by the County Divisions and also what form of celebration is decided upon in the various communities.

The State Committee will be able to gather in concrete form, suggestions that will be helpful to the end that every part of the State may, upon the date chosen by the majority of the counties as the time for the celebration simultaneously tender to the boys the heartiest and biggest "Welcome Home" possible.

Not only is this a matter of interest to the business institutions of the city but it is also an important question with many of our members who have had friends and relatives in the Service, as well as employees.

Any decided opinions upon the particular date and means of celebration, should be communicated to the offices of the State Committee on Readjustment in the Ferry Building.

AQUATIC ATHLETICS ON SAN FRANCISCO BAY

The Pacific Association of Amateur Oarsmen has addressed a letter to the Chamber of Commerce calling attention to the fact that not only has San Francisco one of the finest land-locked harbors in the world, but that it also offers advantages for recreation which are readily recognized and fostered by the above Association.

Three of the clubs of the Association are located at the foot of Van Ness Avenue. One at Alameda and the fifth at San Diego.

It is the aim of the Association to promote interest in competitive rowing, while the individual clubs foster aquatic sports in general. The Association holds under its auspices several rowing regattas yearly, one of which is known as the Championship Regatta, consisting of two single skiff races (Junior and Senior) and three barge races, Championship, (Junior, Intermediate and Senior). It is world widely known what advantages San Francisco has with its wonderful shipping harbor, and it should be also made known that we have practical water facilities for aquatic athletics and recreation.

The foot of Van Ness Avenue is an ideal water park, now city property, it only needs to be improved to make it one of the most attractive and healthful spots on the Coast and a valuable commercial asset to the city.

This spot is ideal for bath-houses and sites for clubhouses as safe anchorage is to be had the year round for all pleasure craft. Swimming, fishing and boating may also be indulged in at all times of the year.

Attention is also called to the fact that the pleasure boat section of the San Francisco water-front furnishes an ideal place for band concerts and concessions along the lines of many of the country's foremost beach resorts.

Hundreds of families picnic there on Sundays and during school vacation period.

For competitive rowing and racing craft, the most ideal water course in the West is said to be on a beautiful stretch of water running from China Basin Wharf, foot of Third Street, to the Western Sugar Refinery Wharf, a distance of about two miles.

While the above is, in brief, the substance of a communication received from Mr. James J. Cronin, Secretary of the Pacific Association of Amateur Oarsmen and is given here for what it is worth, it is a well known fact that San Francisco possesses probably as much and as splendid opportunity for development of its aquatic assets within its city limits, as perhaps any city in the United States.

Important Supplement to Activities

FOREWORD

The San Francisco Chamber of Commerce is indebted to the National Association of Manufacturers for copy of its Special Washington Service Bulletin No. 19 which is here reprinted in full and issued as a supplement to the "Activities" of March 27, 1919.

This bulletin contains a copy of the bill enacted by the Sixty-fifth Congress for the validation of informal agreements and orders made by the War Department, approved March 2, 1919, and entitled "An Act to Provide Relief in Cases of Contracts Connected with the Prosecution of the War, and for other Purposes."

Members will no doubt appreciate the enterprise of the Chamber in bringing this important document to their attention at this early date.

INSTRUCTIONS, PROCEDURE AND FORMS FOR VALIDATION OF INFORMAL AGREEMENTS WITH WAR DEPARTMENT

WAR DEPARTMENT
PURCHASE, STORAGE AND TRAFFIC DIVISION
GENERAL STAFF

Washington, March 3, 1919

SUPPLY CIRCULAR
No. 17

Subject: Procedure on claims for relief under Act of Congress approved March 2, 1919, entitled "An Act to Provide Relief in Cases of Contracts Connected with the Prosecution of the War, and for other purposes."

The attention of the Supply Bureaus is called to the following resolution of the War Department Claims Board for their information, action and guidance:

Pursuant to the authority conferred upon it by War Department General Order No. 33, in connection with the administration of the powers conferred upon the Secretary of War under and by virtue of an Act entitled "An Act to Provide Relief in Cases of Contracts Connected with the Prosecution of the War, and for other Purposes" (copy of which Act is annexed to this resolution), the War Department Claims Board adopts the following procedure governing the presentation and payment of claims under Sections 1 and 4 thereof.

Attention is called to the fact that the Act does not authorize the execution of contracts which have not heretofore been properly executed. The Bureaus shall not execute contracts with respect to agreements covered by the Act, but shall proceed in the manner hereinafter provided.

1. *CLASSIFICATION OF CLAIMS*—For the purposes of administration, claims presented to the Secretary of War under this Act will be classified as follows:

Class A. Claims based on agreements made by an officer or agent acting under the authority, direction or instruction of the Secretary of War, and the nature, terms and conditions of which have been reduced to contract form or are otherwise established by written evidence.

Class B. Claims based on all other agreements covered by the provisions of Section 1 of said Act.

FORMS AND PROCEDURE WITH RESPECT TO CLASS A CLAIMS.

2. *Form and Method of Presentation.*

(a) Claims falling under Class A shall be presented in the form of "Statement of Claim Form A" hereto attached. They shall be prepared and presented in quadruplicate, each copy being duly executed and verified. The four copies shall be forwarded to the Claims Board in Washington of the Bureau with which the alleged agreement was made. Proper addresses are as follows:

Ordnance Claims Board, War Department, Washington, D. C.

Claims Board, Air Service, War Department, Washington, D. C.

Claims Board, Chemical Warfare Service, War Department, Washington, D. C.

Claims Board, Construction Division, War Department, Washington, D. C.

Claims Board, Director of Purchase, War Department, Washington, D. C.

Claims Board, Signal Corps, War Department, Washington, D. C.

Claims Board, Office Chief of Engineers, War Department, Washington, D. C.

(Claims based on agreement with the Quartermaster Corps should be addressed to the Claims Board, Director of Purchase, as above.)

(b) Attention is called to the fact that under the act these claims must be filed and duly supported by itemized statements before June 30, 1919.

(c) In all cases where settlement negotiations with respect to such agreements are now pending the negotiations will

proceed without interruption, but no award can be made until after the statement of claims has been filed in Washington, and the nature, terms and conditions of the agreement certified by the proper Bureau Claims Board and approved by the claimant, all as hereinafter provided for.

(d) For further information claimants should apply to the proper Bureau Claims Board in Washington, or to its nearest local representative. All Supply Bureaus of the War Department are directed to facilitate in every way the prompt and proper presentation of these claims.

3. *Procedure in the Bureaus After Filing of Claims.*

(a) On the presentation of any claim to the Claims Board of a Supply Bureau, all copies of said claim are to be immediately endorsed as follows:

Received by.....
Name of officer or agent.
.....
Date.....day of.....,1919.

Each claim will receive an identifying number which shall be of a series not at present used in the Bureau, and a record made of its receipt and disposition. In the event that claims are improperly directed to a Bureau and have to be reforwarded from the Board of that Bureau to the Board of another Bureau, they are, nevertheless, to be numbered and stamped with the name of the Officer or Agent receiving them and the date so that the fact of their presentation to the Secretary of War before June 30, 1919, may be clearly established. When forwarded to another Board that Board will give them an identifying number of its series and they will thereafter be recorded and known under that identifying number.

(b) Each Bureau Claims Board upon the proper presentation of any claim is directed to examine into and determine the facts as to the nature, terms and conditions of the alleged agreement referred to in the statement of claim. If it finds that an agreement within the provisions of Section 1 of said Act was entered into, it will make a certificate in the form hereto attached, entitled "Form C." Such certificate shall not be executed except when it is attached to (1) an agreement heretofore reduced to contract form, or (2) a purchase order heretofore signed, or (3) a procurement order or notice of award hertofore signed which sets forth all the terms and conditions of the agreement, or (4) a document to be prepared under the supervision of such Bureau Claims Board fully setting forth the nature, terms and conditions of the agreement, and which may be in the form of such contract or order as should in due course have been formulated to cover the agreement.

(c) The nature, terms and conditions of the agreement thus established and certified shall be submitted to the claimant and no award can be made until the claimant's acceptance and approval of the certificate has been endorsed thereon.

(d) The Bureau Claims Boards are hereby authorized and directed to proceed, on the basis of the agreement thus established, to make detailed examination of the claim and to recommend a fair and equitable basis for the adjustment, payment or discharge thereof. For that purpose, so far as consistent with these or subsequent instructions of the War Department Claims Board, the Bureau Claims Boards may make use of the machinery and procedure which has heretofore been established for the negotiation of settlement agreements on properly executed contracts which have been suspended or reduced.

(e) The adjustment, payment or discharge shall be recommended in the form of an award or a series of awards using the form attached hereto entitled "Award Form 1," where a single award is made covering the entire agreement, or the form attached hereto entitled "Award Form 2," where the award is one of a series, or the form attached hereto entitled "Award Form 3," where the award is the last of a series of awards. In every case the award shall bear a serial number corresponding to the serial number of the agreement and where a series of awards are made with respect to a single agreement each award of the series shall be given a consecutive sub-letter, as A, B, C, etc. Each award must be submitted to the claimant and his acceptance endorsed thereon and must be approved by the Bureau Claims Board and by the War Department Claims Board prior to payment.

(f) Wherever, in the judgment of the Board or Officer charged with the duty of recommending a fair and equitable basis upon which the agreement shall be adjudged, paid or discharged, it is to the best interests of the United States to do so, a separate award may be made with respect to any portion of the agreement which has been sublet or with respect to any other clearly separable item of the claim.

(g) When the award is made with respect to any portion of the agreement which has been sublet, payment thereon shall be made in accordance with paragraph 4 of the Act, and disbursing officers are authorized and required to demand that the prime contractor present satisfactory evidence of having paid each sub-contractor with respect to whom the award has been made, or of the consent of each sub-contractor to look for compensation to said prime contractor only; and in case of the failure of said prime contractor to present such evidence or such consent the disbursing officer shall pay directly to each sub-contractor the amount found to be due him under such award.

FORM AND PROCEDURE WITH RESPECT TO CLASS B CLAIMS.

4. *Form and Method of Presentation.*

(a) Claims falling under Class B shall be presented in the form of "Statement of Claim Form B" hereto attached. They shall be prepared and presented in sextuplicate, each copy being duly executed and verified. The six copies shall be forwarded to the Board of Contract Adjustment, Munitions Building, Washington, D. C.

(b) Attention is called to the fact that under the Act these claims must be filed before June 30, 1919.

5. *Procedure by the Board of Contract Adjustment on Class B Claims.*

(a) Class B claims shall be submitted to the Board of Contract Adjustment which, in handling them, will follow the procedure above outlined for Class A claims so far as it is applicable; but those claims which are based upon alleged agreements entered into with an officer or agent acting under the authority, direction or instruction of the Secretary of War shall be kept separate and given numbers of a different series from those entered into by an officer or agent acting under the authority, direction or instruction of the President; and the forms of awards used by the Board of Contract Adjustment shall provide for signature by that board and approval by the War Department Claims Board.

(b) The Board of Contract Adjustment will establish, under the direction of the War Department Claims Board, procedure for the proof of claims pending before it.

(c) The Board of Contract Adjustment may, in any case where the nature, terms and conditions of the agreement have been established and certified by it, refer the claim to the appropriate Bureau Claims Board for action and for recommendation of a fair and equitable basis upon which the agreement should be adjusted, paid or discharged, and the Bureau Claims Board shall then proceed in the manner provided in sub-sections d, e, f and g of Section 3 hereof and in the following General Provisions.

GENERAL PROVISIONS.

6. Before executing any certificate as to the nature, terms and conditions of an agreement the Bureau Claims Board or the Board of Contract Adjustment shall satisfy itself that the agreement comes within the provisions of Section 1 of the Act. Where, with respect to any claim, a Bureau Claims Board or the Board of Contract Adjustment finds that no agreement within the provisions of Section 1 of the Act has been made, it shall certify to that effect, and transmit a copy of the certificate to the claimant.

7. In the event that the claimant is not willing to accept a finding made or an award recommended by a Bureau Claims Board he may appeal to the Board of Contract Adjustment.

8. Wherever any question arises as to whether a particular Bureau Claims Board or the Board of Contract Adjustment should pass upon a claim under these regulations, that question shall be referred for decision to the War Department Claims Board.

9. There shall be prepared and preserved within the Bureau and in the office of the Board of Contract Adjustment, for transmission to Congress under the direction of the War Department Claims Board, in each case a copy of the certificate of the Board setting forth the nature, terms and conditions of the agreement, together with a copy of the award showing the nature of the payment or adjustment thereof.

10. Attention is called to the fact that in all proceedings under the Act witnesses may be compelled to attend, appear and testify and produce books, papers and letters, or other documents.

11. Bureau Claims Boards and the Board of Contract Adjustment are directed to present to the War Department Claims Board any special cases or classes of cases in which they find that the forms provided for herein cannot adequately or appropriately be employed, and to recommend appropriate forms.

BY AUTHORITY OF THE SECRETARY OF WAR:

GEORGE W. BURR,
Brigadier General, Assistant Chief of Staff,
Director of Purchase, Storage & Traffic.

To be presented before June 30, 1919

TO BE PREPARED AND EXECUTED IN QUADRUPLICATE, FORWARD ALL COPIES TO PROPER BUREAU CLAIMS BOARD, WAR DEPARTMENT, WASHINGTON, D. C.

STATEMENT OF CLAIM FORM A.

(To be used in connection with agreements made by an officer or agent acting under the authority, direction or instruction of the Secretary of War, and the nature, terms and conditions of which have been reduced to contract form or otherwise established by written evidence.)

STATEMENT OF CLAIMS FOR RELIEF UNDER ACT OF CONGRESS APPROVED MARCH 2, 1919, ENTITLED "AN ACT TO PROVIDE RELIEF IN CASES OF CONTRACTS CONNECTED WITH THE PROSECUTION OF THE WAR, AND FOR OTHER PURPOSES.

To the Secretary of War,

Sir:—

The Claimant, Name.....

Place of business .....

P. O. Address .....

represents,

1. That during the emergency arising from the declaration of war with the German Empire and prior to November 12, 1918, and on or about the.....day of..... 19...., the claimant entered into an agreement with an officer or agent acting under the authority, direction, or instruction of the Secretary of War for

(Here state nature, quantity, unit and aggregate price of the equipment, materials, supplies, services, facilities or other matters covered by the agreement.)

2. That the agreement was entered into in good faith for purposes connected with the prosecution of the war, and the claimant had performed the said agreement in whole or in part, or had made expenditures or incurred obligations upon the faith thereof, prior to November 12, 1918.

(Here state briefly facts showing that there was some performance, expenditure or incurring of obligations on the faith of alleged agreement prior to November 12, 1918.)

3. That the claimant undertakes to furnish prior to June 30, 1919, to the Secretary of War or to such person or persons as he may direct, a properly itemized and duly verified statement or series of statements showing the amount claimed to be due for articles or work delivered and accepted, and also any additional amounts claimed as reimbursement and remuneration for expenditures, obligations and liabilities necessarily incurred, including work, labor and services necessarily rendered, in performing or preparing to perform said agreement.

4. That hereto attached is an attested copy or copies of the best written evidence within the claimant's control of the nature, terms and conditions of the said agreement in the form of

(Here insert a brief description of the written evidence of the agreement as "unsigned contract," "Improperly signed contract," "purchase order," etc. If the agreement was reduced to writing in the form of a contract, purchase order or procurement order, an attested copy of such contract or order should be attached. If the agreement is supported only by letters, telegrams, etc., attested copies of such written documents should be attached and here described. Attested copies of the documents must be attached to each copy of the statement of claim and the claimant must furnish in each case four additional attested copies of the documents referred to in this paragraph.)

5. That the said agreement has not been executed in the manner prescribed by law.

And the claimant requests the Secretary of War to adjust, pay or discharge the said agreement upon a fair and equitable basis as provided in the Act of Congress approved the 2nd day of March, 1919, and entitled "An Act to Provide Relief in Cases of Contracts Connected with the Prosecution of the War, and for other Purposes."

Signature

.....
Claimant.

Executed at.....on the.....day of....., 1919.

Form of Verification Where Claimant is a Corporation

State of.....,

..... of ....., to wit:

.....

(Insert here name of officer or director of the corporation) being first duly sworn, deposes and says that he is the ..... of the .....
(Insert title) (Insert name of corporation)
claimant named in the foregoing statement of claim; that he has read the said statement and knows the contents thereof, and that the said statement is true of his own

knowledge, except as to matters which are therein stated on information or belief, and that as to those matters, he believes the statement to be true.

.....

Subscribed and sworn to before me

this.....day of....., 19..,

.....

Notary Public in and for the

.....of....., State of.....

Form of Verification Where Claimant is an Individual

State of.....,

..... of ....., to wit:

....., being first duly sworn,
(Insert here name of one claimant)

deposes and says that he is the claimant named in the foregoing statement of claim, that he has read the said statement and knows the contents thereof, and that the said statement is true of his own knowledge, except as to matters which are therein stated on information or belief, and that as to those matters he believes the statement to be true.

.....

Subscribed and sworn to before me

this.....day of....., 19..,

.....

Notary Public in and for the

.....of....., State of.....

To be presented before June 30, 1919

TO BE PREPARED AND EXECUTED IN SEXTUPLICATE, FORWARD ALL COPIES TO BOARD OF CONTRACT ADJUSTMENT, WAR DEPARTMENT, WASHINGTON, D. C.

STATEMENT OF CLAIM FORM B.

(To be used in connection with all agreements by an officer or agent acting under the authority, direction or instruction of the President, and in connection with any agreement made by an officer or agent acting under the authority, direction or instruction of the Secretary of War, the nature, terms and conditions of which have *not* been reduced to contract form or otherwise established by written evidence.)

STATEMENT OF CLAIM FOR RELIEF UNDER ACT OF CONGRESS APPROVED MARCH 2, 1919, ENTITLED "AN ACT TO PROVIDE RELIEF IN CASES OF CONTRACTS CONNECTED WITH THE PROSECUTION OF THE WAR, AND FOR OTHER PURPOSES."

To the Secretary of War,

Sir:—

The Claimant, Name.....

Place of business.....

P. O. Address.....

represents,

1. That during the emergency arising from the declaration of war with the German Empire and prior to November 12, 1918, and on or about the.....day of....., 19.., the claimant entered into an agreement with an officer or agent acting under the authority, direction or instruction of the Secretary of War (President of the United States) for

(Here state nature, quantity, unit and aggregate price of the equipment, materials, supplies, services, facilities or other matters covered by the agreement.)

2. That the agreement was entered into in good faith for purposes connected with the prosecution of the war, and the claimant had performed the said agreement in whole or in part, or had made expenditures or incurred obligations upon the faith thereof, prior to November 12, 1918.

(Here state briefly facts as to such performance, expenditures and obligations prior to November 12, 1918.)

3. That the said agreement has not been executed in the manner prescribed by law.

4. The nature, terms and conditions of said agreement are as follows:

.....

(The nature, terms and conditions must be specifically stated

.....

so that the Board may from the statement decide whether

.....

they constitute an agreement within the said Act.)

5. The facts relied upon by the claimant to establish the existence, terms and conditions of such agreement are as follows:

.....

(Here insert every fact upon which claimant relies to estab-

.....

lish the alleged agreement or embody them in a statement

.....

incorporated by reference. The acts of the parties and the

.....

circumstances establishing the agreement and its essential

.....

elements should be set out free from argumentative or

.....

irrevelant matter.)

6. Attached hereto is an itemized and duly verified statement or series of statements (Note 1), showing in detail the articles or work delivered and accepted by the United States and the exact nature and extent of all expenditures, obligations or liabilities necessarily incurred, including all work, labor and services necessarily rendered, by the claimant in performing or preparing to perform that portion of the agreement additional to the above recited articles or work delivered and accepted. The aggregate amount claimed to be due from the United States to the claimant is.....

.....dollars ($.....)

7. The names of all officers or agents who acted under the authority, direction or instruction of the Secretary of War (the President of the United States) in making said agreement so far as known to or ascertainable by the claimant are as follows:

Name and Rank	Station
.....	.....
.....	.....
.....	.....

8. The following persons other than the aforesaid officers or agents have personal knowledge of the nature, terms and conditions of said agreement:

Name and Address:

.....

Note 1—Wherever it is possible to state the items of claim on Finance Forms 1 to 10, these forms shall be used. Copies may be obtained from local representatives of bureaus of the War Department or from the Board of Contract Adjustment at Washington. In any case such statements shall include a complete list of all subcontractors, if any, and the amount of the liability claimed to have been incurred as to each by the claimant under such agreement.

.....

.....

9. Attached hereto, as per schedule below, are copies of all writings in the possession of said claimant bearing on the existence of said agreement or its nature, terms and conditions.

(Here list all such writings attached.)

10. Attached hereto in such description as the claimant is able to give of all other writings of which said claimant has information or knowledge bearing on the existence of said agreement or its nature, terms and conditions.

And the claimant requests the Secretary of War to adjust, pay or discharge the said agreement upon a fair and equitable basis as provided in the Act of Congress approved the 2nd day of March, 1919, and entitled "An Act to Provide Relief in Cases of Contracts Connected with the Prosecution of the War, and for other Purposes."

Signature

.....

Claimant.

Executed at.....on the.....day of....., 1919.

Form of Verification Where Claimant is a Corporation

State of.....,

.....of....., to wit:

.....

(Insert here name of officer or director of the corporation) being first duly sworn, deposes and says that he is the

.....of the .....,
(Insert title) (Insert name of corporation)

claimant named in the foregoing statement of claim; that he has read the said statement and knows the contents thereof, and that the said statement is true of his own knowledge, except as to matters which are therein stated on information or belief, and that as to those matters he believes the statement to be true.

.....

Subscribed and sworn to before me

this.....day of....., 19....,

.....

Notary Public in and for the

.....of....., State of.....

Form of Verification Where Claimant is an Individual

State of.....,

.....of....., to wit:

....., being first duly sworn,
(Insert here name of one claimant)

deposes and says that he is the claimant named in the foregoing statement of claim, that he has read the said statement and knows the contents thereof, and that the said statement is true of his own knowledge, except as to matters which are therein stated on information or belief, and that as to those matters he believes the statement to be true.

.....

Subscribed and sworn to before me

this.....day of....., 19....,

.....

Notary Public in and for the

.....of....., State of.....

FORM C

CERTIFICATE OF EXAMINING BOARD

We, the .....,
(Name of Bureau Claims Board or Board of Contract Adjustment)

having made due and proper investigation, find that an agreement was entered into in good faith between....., the claimant, and....., an officer
(Give name, rank or title, and corps)

or agent acting under the authority, direction or instruction of the Secretary of War (the President of the United States), on or about the.....day of....., 19..., during the emergency arising from the declaration of war with the German Empire and prior to November 12, 1918, for a purpose connected with the prosecution of the war; that the agreement had been performed in whole or in part, or expenditures had been made or obligations incurred by the claimant on the faith of such agreement, prior to November 12, 1918; that the agreement has not been executed in the manner prescribed by law, and is within the provisions of Section 1 of the Act of Congress approved March 2, 1919, entitled "An Act to provide relief in cases of contracts connected with the prosecution of the war, and for other purposes," and that the documents attached hereto constitute a detailed statement showing the nature, terms, and conditions of said agreement; and we hereby recommend that the Secretary of War proceed to adjust, pay or discharge the said agreement.

.....

(Name of Bureau of Claims Board, or Board of Contract Adjustment.)

Dated..... By.....
Chairman

ATTEST:

.....

Secretary or Recorder.

ACCEPTED AND APPROVED:

Dated..... .....

Claimant

Note: This certificate shall not be executed except when it is attached to (a) an agreement reduced to contract form, or (b) a signed purchase order, or (c) a signed notice of award or procurement order which sets forth all the terms and conditions of the agreement, or (d) a document prepared under the supervision of the Claims Board or Board of Contract Adjustment and fully setting forth the nature and conditions of the agreement, all as provided in paragraph 3, sub-paragraph (b), of Supply Circular No. 17.

AWARD FORM I.

THIS FORM TO BE USED WHEN A SINGLE AWARD IS TO BE MADE. CLAIM NO....

AWARD OF SECRETARY OF WAR UNDER THE ACT OF CONGRESS ENTITLED "AN ACT TO PROVIDE RELIEF IN CASES OF CONTRACTS CONNECTED WITH THE PROSECUTION OF THE WAR AND FOR OTHER PURPOSES."

Approved March 2, 1919.

It appearing to the satisfaction of the Secretary of War that an agreement was entered into in good faith between

.....

the claimant, and.....
(Give name, rank or title, and corps)

an officer or agent acting under the authority, direction or instruction of the Secretary of War (The President of the

United States) on or about the.....

day of....., 19...., during the emergency arising from the declaration of war with the German Empire and prior to November 12, 1918, for a purpose connected with the prosecution of the war: that the agreement had been performed in whole or in part, or expenditures had been made or obligations incurred by the claimant on the faith of such agreement, prior to November 12, 1918: that the agreement has not been executed in the manner prescribed by law: that the said agreement is within the provision of the above entitled Act of Congress; that the documents attached hereto constitute a detailed statement showing the nature, terms and conditions of said agreement (Note 1); that the claimant presented his claim to the Secretary of War before June 30, 1919; that the sum of $..... will adjust, pay and discharge such agreement upon a fair and equitable basis and that such sum will not include prospective or possible profits on any part of the agreement beyond the goods and supplies delivered to and accepted by the United States thereunder and a reasonable remuneration for expenditures and obligations or liabilities necessarily incurred in performing or preparing to perform said agreement:

The Secretary of War hereby awards to said claimant the sum of $.....in full adjustment, payment and discharge of said agreement.

The extent to which this award is made with respect to any portion of the agreement which was sub-let is as follows:

(Here insert a list of all sub-contractors whose claims against the prime contractor are covered by the award, giving the name, place of business, and P. O. address of each, together with the amount awarded with respect to each sub-contract).

RECOMMENDED BY:

.....

Dated.....

APPROVED:

.....Claims Board

Dated.....

Washington, D. C.

APPROVED BY AUTHORITY OF THE SECRETARY OF WAR:
War Department Claims Board,

By.....

Member

Dated.....

Washington, D. C.

ACCEPTED:

.....

Claimant

Dated .....

AWARD FORM 2.

CLAIM NO.....

AWARD LETTER.....

THIS FORM TO BE USED WHEN A SERIES OF AWARDS ARE TO BE MADE.

AWARD OF SECRETARY OF WAR UNDER THE ACT OF CONGRESS, ENTITLED "AN ACT TO PROVIDE RELIEF IN CASES OF CONTRACTS CONNECTED WITH THE PROSECUTION OF THE WAR, AND FOR OTHER PURPOSES." Approved March 2, 1919.

It appearing to the satisfaction of the Secretary of War that an agreement was entered into in good faith between

....., the claimant, and

....., an officer or agent

(Give name, rank or title, and corps)

acting under the authority, direction or instruction of the Secretary of War (the President of the United States) on or about the.....day of....., 19..., during the emergency arising from the declaration of war with the German Empire and prior to November 12, 1918, for a purpose connected with the prosecution of the war, that the agreement had been performed in whole or in part, or expenditures had been made or obligations incurred by the claimant on the faith of such agreement, prior to November 12, 1918; that the agreement has not been executed in the manner prescribed by law; that the said agreement is within the provisions of the above entitled Act of Congress; that the documents attached hereto (to an award heretofore made with respect to said agreement and marked.....) constitute a detailed statement showing the nature, terms and conditions of said agreement (Note 1); that the claimant presented his claim to the Secretary of War before June 30, 1919; that an adjustment, payment or discharge of said agreement upon a fair and equitable basis will include the allowance to the claimant of the sum of $..... with respect to the following separable item:

(Here insert a description of the item or claim with respect to which the award is made, which may be any clearly separable item of the claim. If the award is made with respect to any portion of the agreement which the claimant shall have sub-let, the statement should include the name, place of business, and P. O. address of the sub-contractor.)

That it is not at this time possible to make a complete award with respect to this agreement and it is of advantage to the United States to make an award at this time with respect to said separable item, and that there is not included in this award, by itself or together with awards heretofore made with respect to said agreement, any prospective or possible profits on any part of said agreement beyond the goods and supplies delivered to and accepted by the United States thereunder, *and a reasonable remuneration for expenditures and obligations or liabilities necessarily incurred in performing or preparing to perform said agreement.*

The Secretary of War hereby awards to said contractor the sum of $..... in full adjustment, payment and discharge of said item.

The extent to which this award is made with respect to any portion of the agreement which was sub-let is as follows:

(Here insert a list of all sub-contractors whose claims against the prime contractor are covered by the award, giving the name, place of business, and P. O. address of each, together with the amount awarded with respect to each sub-contractor.)

RECOMMENDED BY:

.....

Dated.....

APPROVED:

.....Claims Board

By.....

Dated.....

Washington, D. C.

Note 1—These documents shall consist of the certificate of the Claims Board or Board of Contract Adjustment (Form C) including the papers thereto attached.

Note 1—These documents shall consist of the certificate of the Claims Board and Board of Contract Adjustment (Form C), including the papers thereto attached.

APPROVED BY AUTHORITY OF SECRETARY OF WAR: ACCEPTED:

War Department Claims Board, Dated.....
Claimant

By.....
Member

Dated.....
Washington, D. C.

AWARD FORM 3.

CLAIM NO. .....

AWARD LETTER .....FINAL.

THIS FORM TO BE USED AS FINAL AWARD OF SERIES.

AWARD OF SECRETARY OF WAR UNDER THE ACT OF CONGRESS ENTITLED "AN ACT TO PROVIDE RELIEF IN CASES OF CONTRACTS CONNECTED WITH THE PROSECUTION OF THE WAR, AND FOR OTHER PURPOSES." Approved March 2, 1919.

It appearing to the satisfaction of the Secretary of War that an agreement was entered into in good faith between ....., the claimant, and ....., an officer or agent
(Give name, rank or title, and corps)
acting under the authority, direction or instruction of the Secretary of War (the President of the United States) on or about the.....day of....., 19..., during the emergency arising from the declaration of war with the German Empire and prior to November 12, 1918, for a purpose connected with the prosecution of the war; that the agreement had been performed in whole or in part, or expenditures had been made or obligations incurred by the claimant on the faith of such agreement, prior to November 12, 1918; that the agreement has not been executed in the manner prescribed by law; that the said agreement is within the provisions of the above entitled Act of Congress; that the documents attached to an award heretofore made with respect to such agreements numbered .....constitute a detailed statement showing the nature, terms and conditions of said agreement (Note 1); that the claimant presented his claim to the Secretary of War before June 30, 1919; that the sum of $....., together with the awards heretofore made with respect to the said agreement, will adjust, pay and discharge such agreement upon a fair and equitable basis and that such sum when added to the awards heretofore made will not include prospective or possible profits on any part of the agreement beyond the goods and supplies delivered to and accepted by the United States thereunder and a reasonable remuneration for expenditures and obligations or liabilities necessarily incurred in performing or preparing to perform said agreement:

Note 1—These documents shall consist of the certificate of the Claims Board or Board of Contract Adjustment (Form C), including the papers thereto attached.

The Secretary of War hereby awards to said claimant the sum of $..... in final and full adjustment, payment and discharge of said agreement.

The extent to which this award with respect to any portion of the agreement which was sub-let is as follows:

(Here insert a list of all sub-contractors whose claims against the prime contractor are covered by the award, giving the name, place of business, and P. O. address of each, together with the amount awarded with respect to each sub-contract.)

RECOMMENDED BY:

.....

Dated.....

APPROVED:

.....Claims Board

Dated.....

Washington, D. C.

APPROVED BY AUTHORITY OF THE SECRETARY OF WAR:

War Department Claims Board,

By.....
Member

Dated.....
Washington, D. C.

ACCEPTED:

.....
Claimant

Dated.....

AN ACT

To provide relief in cases of contracts connected with the prosecution of the war, and for other purposes.

Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled, That the Secretary of War be, and he is hereby, authorized to adjust, pay, or discharge any agreement, express or implied, upon a fair and equitable basis that has been entered into, in good faith during the present emergency and *prior to November 12, 1918,* by any officer or agent acting under his authority, direction, or instruction, or that of the President, with any person, firm, or corporation for the acquisition of lands, or the use thereof, or for *damages resulting from notice by the Government of its intention to acquire or use said lands, or for the production, manufacture, sale, acquisition or control of equipment, materials, or supplies, or for services, or for facilities, or other purposes connected with the prosecution* of the war, when such agreement has been performed in whole or in part, *or expenditures have been made or obligations incurred upon the faith of the same by any such person, firm, or corporation prior to November 12, 1918,* and such agreement has not been executed in the manner prescribed by law: *Provided,* That in no case shall any award either by the Secretary of War, or the Court of Claims include prospective or possible profits on any part of the contract beyond the goods and supplies delivered to and accepted by the United States and a reasonable remuneration for expenditures and obligations or liabilities necessarily incurred in performing or preparing to perform said contract or order: *Provided further,* That this act shall not authorize payment to be made of any claim not presented before June 30, 1919: *And provided further,* That the Secretary of War shall report to Congress at the beginning of its next session following June 30, 1919, a detailed statement showing the nature, terms, and conditions of every such agreement and the payment or adjustment thereof: *And provided further,* That no settlement of any claim arising under any such agreement shall bar the United States Government through any of its duly authorized agencies, or any committee of Congress hereafter duly appointed, from the right of review of such settlement, nor the right of recovery of any money paid by the Government to any party under any settlement entered into, or payment made under the provisions of this act, if the Government has been defrauded, and the right of recovery in all such cases shall exist against the executors, administrators, heirs, successors, and assigns, of any party or parties: *And provided further,* That nothing in this act shall be construed to relieve any officer or agent of the United States from criminal prosecu-

tion under the provisions of any statute of the United States for any fraud or criminal conduct: *And provided further,* That this act shall in no way relieve or excuse any officer or his agent from such criminal prosecution because of any irregularity or illegality in the manner of the execution of such agreement: *And provided further,* That in all proceedings hereunder witnesses may be compelled to attend, appear, and testify, and produce books, papers and letters, or other documents; and the claim that any such testimony or evidence may tend to criminate the person giving the same shall not excuse such witness from testifying, but such evidence or testimony shall not be used against such person in the trial of any criminal proceeding.

Sec. 2. That the Court of Claims is hereby given jurisdiction on petition of any individual, firm, company or corporation referred to in section 1 hereof, to find and award fair and just compensation in the cases specified in said section in the event that such individual, firm, company or corporation shall not be willing to accept the adjustment, payment, or compensation offered by the Secretary of War as hereinbefore provided, or in the event that the Secretary of War shall fail or refuse to offer a satisfactory adjustment, payment or compensation as provided for in said section.

Sec. 3. That the Secretary of War, through such agency as he may designate or establish is empowered, upon such terms as he or it may determine to be in the interest of the United States, to make equitable and fair adjustments and agreements, upon the termination or in settlement or readjustment of agreements or arrangements entered into with any foreign government or governments or nationals thereof, prior to November 12, 1918, for the furnishing to the American Expeditionary Forces or otherwise for war purposes of supplies, materials, facilities, services or the use of property, or for the furnishing of any thereof by the United States to any foreign government or governments, whether or not such agreements or arrangements have been entered into in accordance with applicable statutory provisions; and the other provisions of this act shall not be applicable to such adjustments.

Sec. 4. That whenever, under the provisions of this act, the Secretary of War shall make an award to any prime contractor with respect to any portion of his contract which he shall have sublet to any other person, firm, or corporation who has in good faith made expenditures, incurred obligations, rendered service, or furnished material, equipment, or supplies to such prime contractor, with the knowledge and approval of any agent of the Secretary of War duly authorized thereunto, before payments of said award the Secretary of War shall require such prime contractor to present satisfactory evidence of having paid said subcontractor or of the consent of said subcontractor to look for his compensation to said prime contractor only; and in the case of the failure of said prime contractor to present such evidence or such consent the Secretary of War shall pay directly to said subcontractor the amount found to be due under said award; and in case of the insolvency of any prime contractor the subcontractor of said prime contractor shall have a lien upon the funds arising from said award prior and superior to the lien of any general creditor of said prime contractor.

Sec. 5. That the Secretary of the Interior be, and he hereby is, authorized to adjust, liquidate, and pay such net losses as have been suffered by any person, firm, or corporation, by reason of producing or preparing to produce, either manganese, chrome, pyrites, or tungsten in compliance with the request or demand of the Department of the Interior, the War Industries Board, the War Trade Board, the Shipping Board, or the Emergency Fleet Corporation to supply the urgent needs of the Nation in the prosecution of the war; said minerals being enumerated in the act of Congress approved October 5, 1918, entitled "An Act to provide further for the national security and defense by encouraging the production, conserving the supply, and controlling the distribution of those ores, metals, and minerals which have formerly been largely imported, or of which there is or may be an inadequate supply.

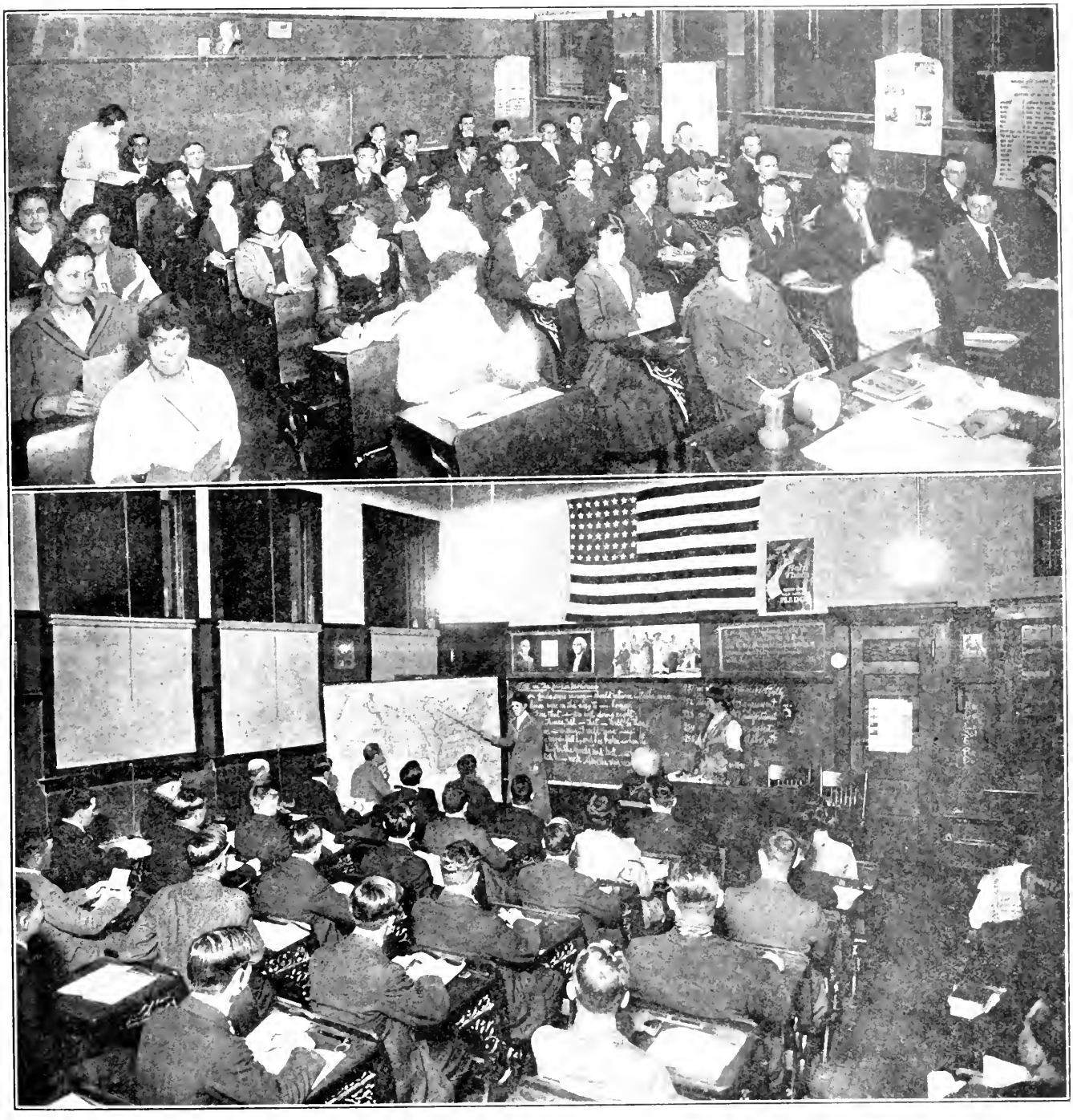
The said Secretary shall make such adjustments and payments in each case as he shall determine to be just and equitable; that the decision of said Secretary shall be conclusive and final, subject to the limitation hereinafter provided; that all payments and expenses incurred by said Secretary, including personal services, traveling and subsistence expenses, supplies, postage, printing, and all other expenses incident to the proper prosecution of this work, both in the District of Columbia and elsewhere, as the Secretary of the Interior may deem essential and proper, shall be paid from the funds appropriated by the said act of October 5, 1918, and that said funds and appropriations shall continue to be available for said purpose until such time as the said Secretary shall have fully exercised the authority herein granted and performed and completed the duties hereby provided and imposed: *Provided, however,* That the payments and disbursements made under the provisions of this section for and in connection with the payments and settlements of the claims herein described, and the said expenses of administration shall in no event exceed the sum of $8,500,000: *And provided further,* That said Secretary shall consider, approve, and dispose of only such claims as shall be made hereunder and filed with the Department of the Interior within three months from and after the approval of this act: *And provided further,* That no claim shall be allowed or paid by said Secretary unless it shall appear to the satisfaction of the said Secretary that the expenditures so made or obligations so incurred by the claimant were made in good faith for or upon property which contained either manganese, chrome, pyrites, or tungsten in sufficient quantities to be of commercial importance: *And provided further,* That no claims shall be paid unless it shall appear to the satisfaction of said Secretary that moneys were invested or obligations were incurred subsequent to April 6, 1917, and prior to November 12, 1918, in a legitimate attempt to produce either manganese, chrome, pyrites, or tungsten for the needs of the Nation for the prosecution of the war, and that no profits of any kind shall be included in the allowance of any of said claims, and that no investment for merely speculative purposes shall be recognized in any manner by said Secretary: *And provided further,* That the settlement of any claim arising under the provisions of this section shall not bar the United States Government, through any of its duly authorized agencies, or any committee of Congress hereafter duly appointed, from the right of review of such settlement, nor the right to recover any money paid by the Government to any party under and by virtue of the provisions of this section, if the Government has been defrauded, and the right of recovery in all such cases shall extend to the executors, administrators, heirs, and assigns of any party.

That a report of all operations under this section, including receipts and disbursements, shall be made to Congress on or before the first Monday in December of each year.

That nothing in this section shall be construed to confer jurisdiction upon any court to entertain a suit against the United States: *Provided further,* That in determining the net losses of any claimant the Secretary of the Interior shall, among other things, take into consideration and charge to the claimant the then market value of any ores or minerals on hand belonging to the claimant, and also the salvage or usable value of any machinery or other appliances which may be claimed was purchased to equip said mine for the purpose of complying with the request or demand of the agencies of the Government above mentioned in the manner aforesaid.

ACCOMPLISHMENTS IN AMERICANIZATION

Schools of San Francisco Furnish Opportunity for Education to Foreign Born



The Activities this week presents ocular evidence of the progress which is being made in the Americanization work of the San Francisco School Department.

The photographs reproduced herewith show a few of the several hundred foreign born adults, who on their own initiative are striving to acquire a better knowledge of the language and customs of their adopted country.

One of the greatest tasks which confronts the American nation is that of imparting to its millions of foreign born a better understanding of American ideals and institutions, a deeper knowledge of the true principles of democracy. This is not only a national responsibility, but a local one as well, in which each community should cooperate with the Government in its program for the Americanization of the resident alien.

Education makes better men and women, promotes citizenship and benefits each community in proportion to the increased understanding and enlightenment among its people. It takes away from the following of the radical, who advocates the destruction of organized society and adds to the conservative solid citizenship which is the foundation stone of orderly government.

Education makes loyal and intelligent workmen, increases their understanding and capacity and reacts to the mutual benefit of employer and workman alike.

(Continued on page 119, col. 1)

MARINE DEPARTMENT

60,000 barrels of oil was imported last week from Port Lobos, Mexico by the Associated Oil Transportation Company. This is the first shipment of its kind to be brought into this port by this concern.

Geo. A. Moore & Co. have placed their Schooner Repeat on the berth at San Francisco, for Noumea, New Caledonia direct, April loading, and will give her quick dispatch.

Shippers to the Orient have been notified by this department that the Japanese Steamer Korea Maru originally scheduled to steam from this port on March 28th has been postponed until March 29th, 1 P. M.

Toyo Kisen Kaisha will have Japanese Steamer Buyo Maru loading at a port in the Orient for this city and is due to arrive here on or about May 21st.

The Schooner Wm. Olsen arrived at Papeete on March 14th from Auckland, where she will load a full cargo of copra for Wightman & Crane of San Francisco.

The Pacific Mail Steamer Peru is to load a full cargo of coffee at Central American ports for transportation to Europe direct.

The White Flyer Line Steamer Humboldt will leave San Francisco on April 10th, inaugurating the new service to San Pedro, by the above named company. This fast and commodious craft will leave every four days from this port carrying passengers and freight. W. S. Seammell & Co. are agents for the line.

The Rolph Navigation Ship Celtic Monarch (late barge) now being ship rigged at Rolph Shipyards, has been chartered by Balfour, Guthrie & Co. to load barley at San Francisco for United Kingdom, at rate 125 schillings. The vessel will probably take between 3,500 and 4,000 tons cargo.

The Motorship H. C. Hansen and the Schooner Brisk have both been fixed for voyages from the North Pacific to U. K. The former was taken by Balfour Guthrie & Co. to load railroad ties at rate $41, and the latter will also load ties.

J. J. Moore & Co., Inc., have placed the French Bark Pierre Antonine on the berth at San Francisco for Melbourne direct, loading April 10th and receiving quick dispatch.

B. Lindvig, general agent of the South America Pacific Line, has notified the Marine Department that their Steamer Gov. Forbes will leave from Vancouver and Seattle late April, and from San Francisco early May, for ports in Mexico, Central and South America.

The Steamer Paloona of the Union S. S. Company, will sail from this city on March 28th for Sydney, via Wellington and Papeete, carrying passengers and freight.

Under charter to the Pacific Mail S. S. Co., the Steamer West Vaca, will steam from this port on March 30th, for Yokohama, Kobe, Shanghai, Manila and Hongkong.

J. D. Spreckels & Bros. Co., agents for the Rotterdam-Lloyds Line, announce the sailing of the Dutch Steamer Wilis from San Francisco on March 29th. Ports of call include: Honolulu, Nagasaki, Yokohama, Singapore, Samarang, Soerabaia and Batavia. Passengers will be taken.

The Toyo Kisen Kaisha has notified the Marine Department that their Steamer Shinyo Maru will arrive here from the Orient on April 2nd, sailing outward on April 10th.

With the sailing of the Japanese Steamer Yumei Maru from Seattle the middle of May, a new service will be given by the Trans-Oceanic Company. It will be a monthly sailing from Seattle to Yokohama, Kobe, Hongkong, Singapore, Shanghai and Manila; cargo for latter two ports being transshipped at Kobe.

W. R. Grace & Co. will have two steamers leaving here during the present month for ports of South America via Balboa, etc. The Santa Inez will be first to get away followed shortly by the Santa Alicia. Both are now taking on part cargo at Puget Sound ports.

PLACEMENT BUREAU

DISCHARGED SOLDIERS AND SAILORS

60. Discharged soldier, university graduate, desires to learn importing and exporting business. Not a question of remuneration, but knowledge of the business that is desired.

61. Discharged soldier, Canadian Army 1914 to 1918 inclusive. Twice wounded and gassed, desires position in office or industrial work, experienced in both, can use typewriter, quick at figures. Highest references. Position with a future. An American.

62. Over-seas more than one year, last seven months in Italy as interpreter for chief of staff. Five years banking training, 32 years of age. Married. Best of references.

63. Position wanted by a graudate of a university college of commerce whose college work covered courses in commercial law, theory of accounts, auditings and economies. Served one and one-half years in U. S. Army, honorably discharged. Has had one year experience in office work. Desires opportunity to work into an executive auditing or accounting position. Age 26.

64. Position as salesman or service manager for auto firm.

65. Young man recently discharged from the army would like position with firm requiring a man with a knowledge of office work and retail grocery business. Also typist.

66. Discharged officer wishes position in accounting department of fire insurance company, 12 years experience in fire insurance. Can furnish best of references.

67. Discharged officer, twenty months service, desires executive position with shipping or steamship company. Age 32, single, 10 years experience. Will go anywhere.

68. Lieutenant just discharged and returned from France, desires position with shipping company or foreign trade concern. 27 years of age, some commercial experience and a knowledge of French and Spanish.

69. Discharged aviator, two hundred hours flying, wishes connection with aeronautical enterprise. Six years automobile experience. Age 23.

70. Discharged navy man desires a position in shipping business. Something with a future. Clerical and banking experience. Best references.

GENERAL APPLICATIONS

1342. Accountant, 35 years old, married, no bad habits, 15 years office experience, handle general ledger, correspondence, credits and collections, cashier and office manager. Best of references.

1343. Gentleman of 39 desires connection with import and export firm. Ten years experience with West Indian and South American trade. Good correspondent, expert bookkeeper. Familiar with foreign exchange, shipping and all routine. A-1 references.

1344. Young man, with ability, aggressiveness and vision, wants position in company or factory, or manufacturing establishment, where opportunity prevails. Experienced in organization, executive work, campaigns in advertising and publicity. Excellent references.

1345. Executive position in the import, export and transportation, both rail and water lines desired by discharged soldier, with ten years practical experience both in Seattle and San Francisco.

1346. Wanted position as manager or clerk, import and export and Eastern agency. 15 years experience as principal.

1347. Former experienced salesman in mercantile lines, wishes position in general office work.

1348. Wanted position shipping and experienced in lumber business, also wooden constructional work.

1349. Wanted position in office of high standing concern with prospect of advancement. Best of references and can furnish some money.

1350. Purchasing agent with experience wants position with good firm. Experienced in buying hardware, machinery, iron and steel, stationery, paints, oils and lumber.

1351. Traffic man, 32 years of age, fourteen years railroad, steamship, export experience. Energetic, good personality, competent to handle executive position.

(Continued on next page, col. 2)

SAN FRANCISCO DISTRICT FREIGHT TRAFFIC COMMITTEE—DOCKETS

The San Francisco District Freight Traffic Committee have adopted for the future the commendable policy of publishing with their dockets the time at which hearings thereon will be held. Interests desiring to be represented at these hearings will please notify the committee prior to the dates given, or if they wish to submit their views in writing they will do so not later than the date mentioned. All hearings will be in Room 404, 64 Pine Street, San Francisco. Commencing with this issue and hereafter, the time and date of such hearings wil be published by the Traffic Bureau immediately following the docket number in this column.

Docket 852—Junk, carloads, San Francisco to Vallejo Junction, Port Costa and Mococo, Cal. Action on this docket cancelled, account of prospective movement in sight.

Docket 1131—(Hearing 10:15 A. M., March 27th)—Granite, carloads, from Reno, Nevada, to San Francisco. Proposal to cancel commodity rate.

Docket 1132—(Hearing 10:30 A. M., March 27th)—Magnesite Iron Ore, San Francisco to Keeler, Cal. Proposal to cancel commodity rate.

Docket 1133—(Hearing 10:45 A. M., March 27th)—Acid, Sulphuric, in iron or steel drums, carloads, from San Francisco, Oakland, San Jose, etc., to Sodaville, Nev. and Benton, Cal. Proposal to cancel commodity rates.

Docket 1137—(Hearing 11:45 A. M., March 27)—Borax, carloads, Hazen, Winnemucca, Reno and Wadsworth, Nev., to San Francisco, Oakland, Stockton, etc. Proposal to cancel commodity rates.

Docket 1139—(Hearing 2 P. M., March 27th)—Clay (except China-Kaolin) carloads, Reno, Nev., to San Francisco. Proposal to cancel commodity rate.

Docket 1140—(Hearing 2:15 P. M., March 27th)—Sugar, carloads, from San Francisco and Oakland to Modesto. Proposal to cancel commodity rate.

Docket 1141—(Hearing 2:30 P. M., March 27h) Sulphuric acid, carloads, San Francisco to Gila, Ariz. Proposal to cancel commodity rate.

Docket 1143—(Hearing 3:00 P. M., March 27th)—Scrap telegraph wire, copper or iron, carloads, Reno, Nev., to San Francisco. Proposal to cancel commodity rate.

Docket 1155—(Hearing 3:00 P. M., April 3rd)—Typewriters, in boxes, straight carloads or in mixed carload with "All Commodities" named in Item 15, T. C. F. B. 29-B, Eastern Shipping Points to Pacific Coast ports for export when destined Australia, Fiji Islands and New Zealand ports. Proposal to include above at rate of $2.00 per 100 lbs.

Docket 1161—(Hearing 3:45 P. M., April 1st)—Paper, building or roofing, and roofing materials, carloads. Proposal to reduce rates from California Points to Points in Groups D, E, F, G and H in Eastern Defined Territory.

Docket 898—Chocolate, carloads, from San Francisco to Los Angeles, Cal. Proposition to cancel commodity rate has been withdrawn, therefore Docket 898 is cancelled to clear records.

Docket 1170—(Hearing 11:00 A. M., April 1st)—Refuse molasses, in tank cars, between all points. Proposal to make commodity description and minimum carload weights to conform to proposed consolidated classification.

Docket 1172—(Hearing 10:30 A. M., April 8th)—Acetate of lime, carloads. Proposal to reduce rate, Memphis, Tenn., to Pacific Coast Terminals, from $1.27 to 69 cents.

Docket 1173—(Hearing 10:45 A. M., April 8th)—Moulding sand, carloads. Proposal to reduce rate, Ben Ali, Cal., to San Francisco, from 10 cents per 100 lbs. to 7½ cents per 100 lbs.

Docket 1174—(Hearing 11:00 A. M., April 8th)—Vinegar, carloads. Proposal to reduce rate San Francisco to Deadwood and Lead, S. D., from $2.44 to $1.25 per 100 lbs., minimum 40,000 lbs.

Docket 1182—(Hearing 10:45 A. M., April 9th)—Pumice stone, carloads. Proposal to reduce rate, Calipatria to San Francisco, from 53½ cents to 33 cents per 100 lbs., minimum 50,000 lbs.

Docket 1184—(Hearing 11:15 A. M., April 9th)—Iron brake shoes, carloads. Proposal to reduce rate, Pacific Coast points to Eastern points, from $1.75 to 80 cents per 100 lbs.

HEARING POSTPONED ON DOCKET 1068

The Traffic Bureau is advised by the San Francisco District Freight Traffic Committee that the hearing proposed in the matter of their Docket No. 1068, the subject of which was, "Freight, Less Carload, Consolidation of at New York," is being held in abeyance for the time being. The Traffic Bureau will be advised when a new date for hearing is set and will transmit the information to the membership.

NEW METHOD OF ANNOUNCING HEARINGS

The attention of the membership is directed to an announcement made on the Traffic Bureau's page of this issue and in connection with a plan which the San Francisco District Freight Traffic Committee has announced for a new method of giving information as to time and date when hearings may be had before that body. Note particularly that in connection with each docket the Traffic Bureau will publish the hour and date upon which hearing thereon may be had. The method of securing an appearance at these hearings is also described.

(Continued from page 117)

San Francisco is neglecting her plain duty in the national program for the Americanization of foreigners and in quarters where the utmost interest should be displayed apathy and indifference prevails. The work which is being done by the school department is highly commendable but could be increased tenfold if all interested agencies would cooperate with the force, understanding and energy which the situation demands.

Wide-awake Eastern manufacturers recognizing the value of Americanization work among their employees provide the necessary funds and facilities for conducting classes within the plants themselves, and men and women are allowed to attend these classes on their employers time. We do not know of a single San Francisco employer who has adopted this method as a means of helping to solve some of his many employment problems.

A work of this sort is not a charity and is not utopian, but is a hardheaded common sense business proposition if employers so wish to regard it.

San Francisco has never failed to meet her duties and obligations in full measure. It must not be said that she has been derelict in her duty to the thousands of her foreign born who are seeking a more complete understanding and a closer relationship with the people of the great nation which they have chosen as the future home for themselves and their children.

(Continued from page 118)

1352. Man with executive ability wishes employment with import and export company, or with other responsible organization. Fifteen years experience as purchasing agent for mining, smelting and lumber corporations I am an experienced accountant and well informed on miscellaneous materials, supplies, equipment and their uses. Fully qualified for department or office manager. Ample references from past employers and others prominent in the business affairs of San Francisco.

1353. Auditor or assistant. Three years experience as assistant auditor, 7 years full charge, 8 years lumber and millwood business. Experienced in importing and exporting.

1354. An American experienced in Central America, solicits the representation of a reliable firm to build up trade. Speaks and writes Spanish fluently, or a position as Spanish correspondent, combined with general office work. Best references.

SPECIAL NOTICE

Wanted by San Francisco firm of high standing, a first-class business manager with sufficient capital to interest himself financially.

INDUSTRIAL DEPARTMENT

This Department has received through the courtesy of James A. Emery, Counsel, "Special Washington Service Bulletin No. 19" issued by the American Association of Manufacturers, which contains a copy of the informal contract validation bill enacted by the Sixty-fifth Congress and approved March 2, 1919.

The "Bulletin" is reprinted in full as a supplement to this week's issue of "Activities" and will be welcomed by many of our members who propose to file claims against the War Department under the provisions of the bill.

INTERESTING FIGURES FROM THE BUREAU OF THE CENSUS

Preliminary figures of the forthcoming Quinquennial report on the electric railways of the State of California have been given out by Director Sam. L. Rodgers of the Bureau of the Census, Department of Commerce:

The figures presented for California show decreases in traffic and income for 1917 as compared with 1912, together with increases in operating expenses and other costs, in contrast with large gains for the preceding five-year period, 1907-12. The operating companies numbered 33 in 1917, as compared with 35 in 1912 and 41 in 1907; and the line mileage operated by them in 1917 aggregated 1,885, comprising 3,022 miles of single track. The rate of increase in the line mileage was 6.8 per cent for the five years 1912-17 and 49.1 per cent for the ten years 1907-17; and the corresponding rates of increases in single-track mileage were 16 per cent and 50.1 per cent, respectively. The employees in 1917 numbered 15,977, a decrease of 4.6 per cent as compared with 1912 and an increase of 39.3 per cent as compared with 1907; and their salaries and wages amounted to $16,217,815, an increase of 21.7 per cent over 1912 and of 73.9 per cent over 1917.

It looks as though the above figures were strongly indicative of the general conditions prevailing in most industrial activities throughout the country but the figures are interesting nevertheless.

INDUSTRIAL SITE AVAILABLE

10,000 square feet of floor space, convenient to rail and water shipping points with dry basement and elevators included.

The property may be inspected at 38 Sacramento Street. This site runs through from Sacramento to Commercial Street, giving access at both ends of the premises.

BUSINESS OPPORTUNITY

The Industrial Department is informed that there exists an opportunity to establish merchandising and trade lines of business in a new town site now being laid out in the San Joaquin Valley, south of Stockton.

Interested parties may obtain additional details and information by communicating with P. A. Ingvason by mail addressed to 320 Sharon Building, San Francisco.

COFFEE ARRIVALS

The Green Coffee Association of the San Francisco Chamber of Commerce reports the following arrival during the past week, with coffee consigned to members:

March 16, 1919, S. S. Centralia, 1,240 bags of coffee.

BUSINESS WANTS

ELECTRIC FANS—J. J. Fosbee, Hurley, N. Mex., desires to get in touch with San Francisco firms handling the Non electric fan.

LUMBER—Bids will be opened at the Engineer's Office, U. S. Army, 405 Custom House, on April 2nd for white cedar, Oregon pine and redwood lumber.

CHICORY—Constant Lamont, Acampo, Cal., is in the market to dispose of chicory.

MALLEABLE IRON CASTINGS—Ontario Auto Co., Ontario, Ore., is in the market for malleable iron castings.

REPRESENTATION—Dameron & Co., 40 New Street, New York City, desires to secure accounts to represent California packers of canned goods and manufacturers of flour, in that market.

S. J. Brown, 411 Symons Building, Spokane, Wash., desires to secure accounts to represent California dealers in Kiln-dried corn and barley.

Manufacturers Products Co., 2 Rector Street, New York City, desires to represent a few high-class San Francisco manufacturers in that market.

DRAFT ANIMALS—There will be sold at public auction at Auxiliary Remount Depot No. 332, Camp Fremont, Cal., beginning at 10 A. M., March 27th, and continuing daily until all animals are sold, 500 horses and mules.

OIL BARGE—Proposals will be opened at the office of the U. S. Army Engineer, 405 Custom House, on April 15th, for leasing to the United States, one oil barge.

JAPANESE GOODS—Frick-Morris Sales Co., Union National Bank Building, Houston, Texas, is in the market for lacquer, Japanese wicker and Geisha baskets for putting up candy.

SUGAR—M. Dahlman, 509 Nassau Block, Denver, Colo., desires to secure an account to sell sugar in that market.

RATTLESNAKE SKINS—David Merritt, Marina, Cal., is in the market to dispose of rattlesnake skins.

MACHINERY SUPPLIES—Bids will be opened at the Zone General Supply Depot at Fort Mason on March 31st for miscellaneous supplies including belting, brass rods, gaskets, asbestos, paint, galvanized iron pipe, chains, heavy hardware, electric and plumbing supplies; on April 4th for electric supplies, boiler tubes, plumbing supplies and parts for ice machine. Details and specifications are on file in the Exchange Hall of the Chamber of Commerce.

DRY GOODS—A. Humble, 326 East Ave., Sixty, Los Angeles, Cal., is in the market for Chinese and Japanese pongees, silk and cotton crepes.

CHEMICAL PRODUCTS—E. W. Jones & Co., Pennsylvania Building, Philadelphia, Pa., desires to get in touch with buyers of chemical products.

MILITARY TAILORING—J. J. Follett, 132 Yonge Street, Toronto, Canada, desires to get in touch with tailoring establishments that make a specialty of riding breeches and military tailoring.

LUMBER—Graham Island Spruce & Cedar Co., Prince Rupert, B. C., desires to get in touch with lumber brokers in this city.

PAPER—Bradner, Smith & Co., 175 W. Monroe Street, Chicago, Ill., wishes to communicate with San Francisco exporters who could handle paper to advantage.

TIN CANS—C. A. Larsen, 411½ Trent Ave., Spokane, Wash., desires to get in touch with manufacturers of tin cans.

HARDWARE—Bids will be opened at the Zone General Supply Depot at Fort Mason on March 29th for 160 gallons of oils including sperm, lard and machine oil, also electric and hardware supplies, and on April 1st for nails, ink, thread and sewing machine needles.

Details and specifications are on file in the Exchange Hall of the Chamber of Commerce.

VENDING MACHINES—Frank Bothwell, 1211 East Weber Ave., Stockton, Cal., is in the market for a peanut and popcorn vender's machine.

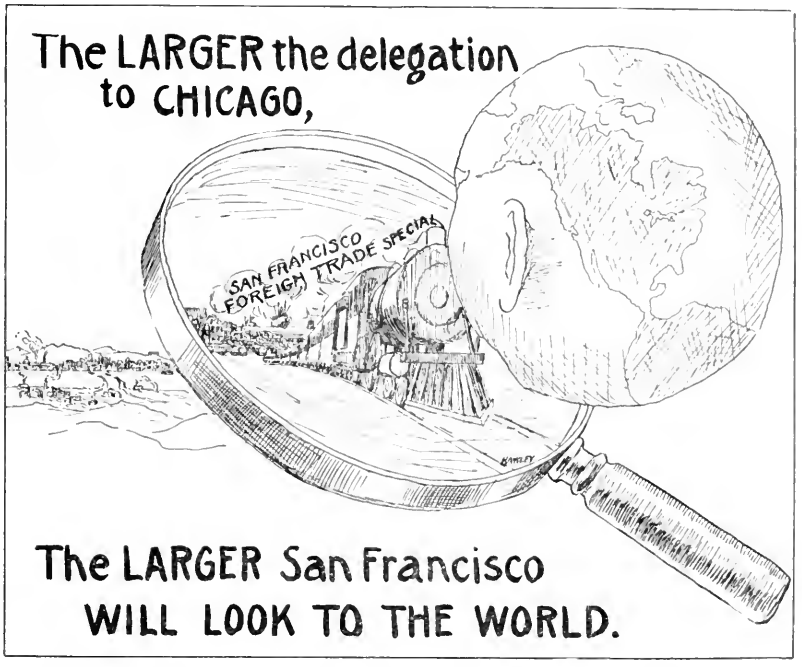
CANNERY SUPPLIES—Edw. Lauffer, Bishop, Cal., is in the market for fruit cannery supplies.

Knight-Counihan Printing Co.

SAN FRANCISCO
CHAMBER *of* COMMERCE ACTIVITIES

Volume 6 — The Commercial, Financial, Industrial and Governmental Metropolis of the Pacific Coast — Every Thursday —— April 3, 1919 — Number 14

ATTEND
the 6th National Foreign Trade Convention Chicago April 24, 25, 26



ATTEND
the 7th Annual Meeting Chamber of Commerce of U. S. A. St. Louis April 29, 30, May 1

Chamber of Commerce Continues Action to Secure Satisfactory Import-Export Rail Rates

Prior to June 24, 1918, there were in effect a number of export and import rates applying from and to the Eastern portion of the United States via Pacific ports on Trans-Pacific business. On June 24th last these rates were withdrawn by the Railroad Administration on the ground of war emergency. Some commodities were subsequently put back on a very much higher basis. During the period from June 24th to the signing of the Armistice—November 11th—ship tonnage was so scarce that notwithstanding the high rates in force practically all of the trans-Pacific commerce was handled through the Pacific Coast ports. Shortly after November 11th, however, ocean freight rates began to decline and the Foreign Trade Department of the Chamber of Commerce realizing this would very shortly divert this commerce to the Atlantic via the Panama Canal, made a recommendation to the Board of Directors that steps be immediately taken to have the export and import rates restored. This recommendation was dated December 5, 1918. On January 14, 1919, the Board of Directors approved this recommendation and on January 15th the Foreign Trade Department called a meeting of all exporters and importers, notices being mailed to over four hundred and fifty. At this meeting it was decided to prepare concrete recommendations to be submitted to the Railroad Administration. This proved to be such a task and required so much time that it was determined to recommend the restoration of the entire list of import and export rates as they existed prior to June 24, 1918. Accordingly on January 31st a petition to this effect was forwarded to Mr. Chambers, Director of the Railroad Administration. Copies of this petition were forwarded to the Foreign Trade Club and the Importers and Exporters Association for their information and urging their assistance. On February 7th Mr. Chambers advised the Chamber, he had received the petition and that while he could not advise just what action would be taken the matter was under careful consideration. (*Continued on next page*)

(Continued from page 121)

On February 13th telegrams were sent to the Chambers of Commerce in Seattle, Tacoma, Portland and Los Angeles calling attention to the vital importance of having prompt action taken and suggesting that delegates be selected from those cities to meet in San Francisco for conference and, if found necessary, to proceed to Washington to appear before the Railroad Administration. At the same time a message was sent to Congressman Kahn advising of the proposed action. Under date of February 17th Mr. Kahn wired the Chamber that this question was being carefully considered by the Railroad Administration and a decision would shortly be made but that they did not desire that a delegation be sent as they were fully informed in regard to the matter. The Chamber received similar information from the Seattle Chamber of Commerce following inquiry of their Washington representative and in consequence it was decided by the Foreign Trade Committee, concurred in by the Executive Committee, that it would be inadvisable to send a delegation in view of the reiterated statements received from the Railroad Administration and others that it was not desired. While no delegation was sent the Chamber was constantly and forcefully pressing the Railroad Administration for an early adjustment; and was finally informed that inasmuch as several independent Pacific Coast delegations then enroute had wired asking that the decision be delayed until they could be present, the announcement of the rates would be considerably delayed.

The Chamber had arranged for a committee consisting of Capt. Robert Dollar (Chairman) and about eight other leading importers and exporters to go to Washington, but on on the recommendation of the members most vitally interested decided it better to await Mr. Chamber's decision before sending this Committee. Not only did Mr. Chambers state a delegation was unnecessary but the Hon. Julius Kahn, Mr. Daulton Mann of the Pacific Mail Steamship Company and Mr. Seth Mann, who is not only Manager of the Chamber's Traffic Bureau but also a member of the Western Freight Committee of the Railroad Administration having jurisdiction over the rates in question, all stated such a delegation could do no good and might do some harm. The rates have now been published and the San Francisco exporters state they are unsatisfactory and would fail in their object of retaining and developing export business through Pacific Coast ports. The Chamber, therefore, continuing its efforts in this direction, is having prepared specific detailed statements as to what rates are necessary with arguments supporting them and these arguments are being written by the leading exporters engaged in each particular commodity. When completed they will be assembled and put in the shape of a strong protest against the recently announced rates and be submitted to the Railroad Administration either direct or through a representative delegation of men who actually know and can speak understandingly and convincingly upon the subject. The Chamber will keep its members fully informed from time to time and no apprehension need be felt that it will let up in its efforts to secure for this city and the entire Coast, justice and consideration and the whole force of the organization will be available to this end.

George C. Boardman,
Vice-President

G. M. Dill,
Chairman Foreign Trade Com.

NOMINATING COMMITTEE

The following members of the San Francisco Chamber of Commerce have been elected as the Nominating Committee, to nominate candidates for directors for the ensuing fiscal year:

M. H. Robbins, Chairman, Union Ice Company.
R. I. Bentley, California Packing Corporation.
Percy T. Morgan, General Petroleum Corp.
James Otis, Otis, McAllister & Co.
A. J. Ames, W. D. Sheldon & Company.
Marshall Hale, Hale Bros., Inc.
E. R. Dimond, Williams, Dimond & Co.

The annual election will be held May 13, 1919.

CABLEGRAM CENSORSHIP

Effective as of March 13, 1919, at 12:01 A. M., cablegrams between the United States territory and points outside of the British Empire will not be censored by British Censorship, even though they may pass through British territory.

Under this arrangement, a cablegram between New York and Stockholm will be censored by the United States censorship only, although it will pass through British territory.

A message from the United States to France passing through England, will be censored only in this country and in France, the British censorship having been removed on traffic originating in this country and transmitting through England.

Up until the present time, such messages have been censored by both the United States and Great Britain. The arrangement makes no change in the censorship rules, nor in the censorship itself, except to do away with a double censorship.

Yours truly,

W. R. EDMONDSON, Manager.

"MADE IN CALIFORNIA WEEK"

May 5th to 10th to be Fittingly Celebrated

Printed forms for "Made in California Week," May 5th to 10th have been completed by the Home Industry League of California and are being circulated throughout the State.

In the foreword an appeal is being made to all newspapers, merchants and manufacturers for cooperation in displaying California-made goods throughout that period.

One of the reasons given for the request is "the greater the consumption of products, the greater the use for raw products."

Another is that of stimulating the demand for manufacturing plants, by making ocular demonstration of the State's resources.

The campaign provides for forms of organization for communities, including a publicity committee for each community, as well as a window display committee, manufacturers, premium and parade committees.

The duties of each committee are specifically outlined.

As a suggestion to communities, the following premium list has been prepared: Premiums for:

Best window display,
Best exhibit of California-made garments,
Men's Clothes,
Women's Clothes,
Women's Children's and Men's Shoes,
Hardware, Groceries, Cereals, Canned Goods, Smoked Meats, Beans, Oranges, Apples, Potatoes,
Furniture, (including wicker ware) Automobiles, Trucks, Pleasure Cars, etc.

Plans may be had upon application at the Home Industry League, 533 New Call Building.

AERONAUTICAL DEVELOPMENT

The Industrial Department of the Chamber is in receipt of correspondence from the United Aircraft Engineering Corporation at 52 Vanderbilt Avenue, New York, announcing their willingness to cooperate, to the extent of supplying a limited number of Canadian JN4 training planes and some capital, with individuals or institutions desirous of establishing local aeronautical enterprises.

According to their communication, the plan of operation is to place in scattered communities, a few of the aeroplanes of the Canadian type which they have already obtained, and to assist through their experience and knowledge of engineering problems involved in aviation, to assist in the development of aeronautics in general in the United States by creating interests in the scattered sections.

Any person who might be interested may communicate with our correspondent direct.

AMERICAN FEDERATION OF LABOR DISCLAIMS UNAUTHORIZED APPEAL

The Chamber of Commerce is in receipt of the following important notice from the Chamber of Commerce of the United States, Washington, D. C.

MANY INQUIRIES have been made regarding this appeal, by members receiving this request for a contribution, and the correspondence is reproduced for their guidance:

CHAMBER OF COMMERCE OF THE UNITED STATES

Washington, March 19, 1919.

TO THE ORGANIZATION MEMBERS OF THE
CHAMBER OF COMMERCE OF THE UNITED STATES:

Inquiries have been received with respect to certain solicitations which are being made for contributions for the entertainment of delegates who attend the convention of the American Federation of Labor which is to be held in June.

Regarding these solicitations the Secretary of the American Federation of Labor has addressed to the Chamber of Commerce of the United States a letter, a copy of which is presented below.

Elliot H. Goodwin, General Secretary.

AMERICAN FEDERATION OF LABOR

Washington, D. C., March 13, 1919.

Chamber of Commerce, U. S. A.,
Elliot H. Goodwin, General Secretary,
Riggs Bldg., Washington, D. C.

Dear Sir:

Complaints have been received from various parts of the country, calling attention to an appeal bearing the seal of the American Federation of Labor, under the caption "American Federation of Labor, National Convention, June, 1919, Auspices Central Labor Union, Atlantic City." This appeal urges that a contribution of one hundred dollars ($100.00) be made to entertain the delegates that will be in attendance at the American Federation of Labor Convention that is to be held during that month.

This is to request you to communicate with the Secretaries of the various Chambers of Commerce throughout the country, and advise that the above mentioned circular is unauthorized and should not be given any consideration.

I have notified the Secretary of the Central body to furnish me with a list of firms and corporations that have been circularized; a list of the amount of money received, and from whom; and that the money received should be returned to the contributors, advising them that the appeal was unauthorized.

Very truly yours,
(Signed) Frank Morrison, Secretary,
AMERICAN FEDERATION OF LABOR.

ANOTHER WARNING!

The following editorial appeared in the "Oakland Tribune," March 14, 1919.

In view of the principles so well demonstrated by the editorial and which are in accord with the policies established by the Charities Endorsement Committee regarding donations, the committee feels justified in reproducing the editorial for the consideration of members.

A useful lesson for the general public should result from the trial being held in San Francisco of a quartet of persons who controlled the financial operations of an enterprise which they styled the "National Defense League." With the aid of this impressive title, the war spirit and effective manipulation of well-known appeals for aid for war charities, they secured several thousand dollars in contributions. It is charged by the prosecution, established by the evidence of the prosecution, and in part admitted by the defense, that practically all the contributions passed to the personal control and benefit of the four or five persons who conducted the "drive."

It may be that the defendants will show that they did not violate the law in applying the contributions to salaries and "expenses" for themselves. This is a point of law for determination by the courts.

But quite aside from that is the fact that the funds raised by public contributions did not go for the purpose which the contributors thought they were intended. They did not get out of the hands of the managers and promoters of the subscription campaign. And this happened because the people and the municipal authorities where the accused persons operated were not sufficiently cautious. They did not insist upon being shown where the money obtained was going and what percentage of it was to be retained by the professional promoters. Had they done this the operators of the "National Defense League" would not have prospered as it did.

This case should also be a warning to prominent citizens in every community against extending thoughtless and indiscriminate permission for the use of their names in connection with appeals to the public for gifts of money. They yield too readily to a request to use their names as patrons and patronesses of such projects. And in every case where crookedness or misapplication of money results these sponsors must take a share of the moral responsibility for inducing other citizens to part with their money upon false representations.

During the early part of hostilities, and when the whole effort of every patriotic citizen was centered on the question of how to help the nation achieve victory, there was some excuse for some of the failures to take adequate precautions against unnecessary and dishonest appeals to public benevolence.

But there is no longer any excuse for such neglect. There are war auxiliaries already established, thoroughly identified and wholly adequate for all purposes of discharging the public duty toward the men of the army and navy. The people of every community should be on guard against new and unnecessary attempts to obtain public financial support for other projects or to divert established agencies into a field of activities other than that for which it was created.

When You Are Solicited Remember
The Charities Endorsement Department, Kearny 112

San Francisco Chamber of Commerce Activities

Entered as second-class matter January 7, 1915, at the Post Office at San Francisco, California, under the act of March 3, 1879. Subscription Price, Fifty Cents per year.

Published weekly by the

San Francisco Chamber of Commerce

Merchants Exchange Building
465 California Street
San Francisco

For What You Want to Know —— Call KEARNY 112

MANAGER OF CHAMBER WRITES OF TRIP

Robert Newton Lynch, who is en route to the Orient, has advised Vice-President Boardman of the Chamber of his visit in Honolulu and the Hawaiian Islands.

San Francisco is greatly favored in the Islands as the natural buying center and port of entry to the United States, but it is necessary to keep in close touch with the people there in order to retain their friendship and to increase trade, inasmuch as both Seattle and Los Angeles are making strenuous efforts to get a share of it.

Mr. Lynch has been entertained by and addressed the Chamber of Commerce, Commercial and Advertising Clubs of Honolulu and the greatest interest and appreciation has been displayed in his visit. Mr. Lynch stated before these bodies that the business and financial interests of San Francisco have come to the realization that our great coast city and Hawaii have much in common and that, therefore, the former should take an interest in Hawaii's commercial development. He further pointed out Hawaii's strategic location with relation to commerce of this port and advised that every effort was being put forth to increase steamship service between the Islands and San Francisco and that governmental aid has been solicited by the San Francisco Chamber of Commerce to that end.

Frequent visits between the business interests of San Francisco and our Island neighbors will go far toward strengthening relations Mr. Lynch was informed by the Hawaiian merchants as the mutual benefits to be secured are so great that some little temporary sacrifice will in the end be more than justified.

DOMESTIC COMMERCE INCREASING

The rapid increase in the volume of freight moving toward San Francisco, and the heavy demands for expeditious handling of this movement, are indicated by the developments of the last year or so as expressed by the activities of the railroads connecting with San Francisco.

It was not a matter of a great many months ago that the Southern Pacific Railroad Company constructed what is known as the Dumbarton Cut-off which constitutes a bridge across the southern end of the bay from the vicinity of Newark to that of Redwood City, which was followed a few months later by the discontinuance of the car-float service from the Oakland Pier to San Francisco so that today the entire Southern Pacific freight consigned to San Francisco moves by rail to Stockton, Tracy, Livermore, Niles, Newark and up the Peninsula to San Francisco. Here it is either switched to consignees or picked up by the Belt Line Railroad and moved to some steamship pier.

This change in routing has evidently caused some congestion or confusion in San Joaquin Valley points, for the news now reaches the San Francisco Chamber of Commerce that an interchange office has been established at Stockton to handle the interchange of cars between the Southern Pacific and the Santa Fe, which calls for maintainence of a complete check on all cars transferred from one road to the other. In addition to this, the Houghton Construction Company is just completing a ten stall reinforced concrete roundhouse at Tracy, which will be of great assistance in increasing Southern Pacific facilities at that point.

When a person thinks of freight movement to San Francisco, his mind naturally turns to railroad transportation and likewise when water transportation is mentioned, he pictures an ocean-going vessel with its cargo of general merchandise, but the importance of the San Francisco waterfront, and its relationship to the back country, or the vast interior agricultural section, is brought to mind with a striking force when we read advices which point to the greatest fruit crop along the Sacramento River that this territory has seen in years.

During 1918 the Southern Pacific steamers, that is, river boats, handled a total of fresh fruit shipments from Sacramento River to all points of approximately 30,000 tons, valued at over one and three-quarter millions of dollars. These figures do not include the production handled by other River Navigation lines, but it must be remembered that almost the entire volume moves to the waterfront of San Francisco.

TRANS-PACIFIC MAILS

The following sailing dates and closing times of Trans-Pacific Mails are based on the latest information furnished by steamship companies. They are subject to change on notice. Paper mail for Hawaiian and Philippine Islands closes one hour earlier than time given.

Destination	Steamer	Leave	Date	Ordinary Mail Closes Ferry	Registered Mail Closes Ferry
Australia & West Australia	Ventura	S. F.	Apr. 8	11:30 am	11:00 am
New Zealand	Makura	Seattle	Apr.10	9:20 am.Apr.8	8:00 pm.Apr.7
China and Japan	Emp. of Russia	Seattle	Apr. 9	9:20 am.Apr.7	8:00 pm.Apr.6
	Africa Maru	Seattle	Apr.11	9:20 am.Apr.9	8:00 pm.Apr.8
Hongkong	Emp. of Russia	Seattle	Apr.10	9:20 am.Apr.8	8:00 pm.Apr.7
	Africa Maru	Seattle	Apr.12	9:20 am.Apr.10	8:00 pm.Apr.9
Straits Settlements	Mail via New York unless specially addressed.				
Dutch East Indies	Emp. of Russia	Seattle	Apr. 9	9:20 am.Apr.7	8:00 pm. Apr.6
	Africa Maru	Seattle	Apr.11	9:20 am.Apr.9	8:00 pm.Apr.8
Hawaii	Sachem	S. F.	Apr. 3	2:30 pm	2:00 pm
	Columbia	S. F.	Apr. 5	11:30 am	11:00 am
	Ventura	S. F.	Apr. 8	12:30 pm	12:00 m
	Manoa	S. F.	Apr. 8	2:30 pm	2:00 pm
	Shinyo Maru	S. F.	Apr.10	11:30 am	11:00 am
Manila, P. I.	Emp. of Russia	Seattle	Apr.10	9:20 am.Apr.8	8:00 pm.Apr.7
	Shinyo Maru	S. F.	Apr.10	11:30 am	11:00 am
	Africa Maru	Seattle	Apr.12	9:20 am.Apr.10	8:00 pm.Apr.9
Tahiti	Makura	Seattle	Apr.10	9:20 am.Apr.8	8:00 pm.Apr.7
U. S. Shanghai	Emp. of Russia	Seattle	Apr. 9	9:20 am.Apr.7	8:00 pm.Apr.8
	Emp. of Japan	Seattle	Apr.11	9:20 am.Apr.9	8:00 pm.Apr.8

UTILIZATION OF IDLE LANDS

According to advices from the State Committee on Readjustment, Mr. J. H. Francis, General Director of the United States School Garden Army, passed through San Francisco and visited the offices of the State Committee on Readjustment on the 27th of March, enroute to Washington, D. C.

Mr. Francis was formerly City Superintendent of Schools of Los Angeles. At that time he organized a department of school and home gardens which has been copied throughout the nation. Through this millions of boys and girls have grown garden stuffs at home and tilled last year 60,000 acres of land, producing more than 1,000,000 pounds of food. Thousands of instructive garden leaflets have been put into the hands of teachers and children.

Mr. Francis said "that to date 2,000,000 children have enlisted in the United States School Garden Army for 1919. It will mean much to the future citizens of America to set this great army to producing food at home under the supervision of their teachers." He expressed the hope that Assembly Bill No. 467, now before the California State Legislature, would be passed—a bill whereby the state would cooperate with the United States School Garden Army organization, which is a federal movement. The act would provide for the promotion and supervision of pre-vocational education in agriculture and other home occupations in elementary schools of the State, and making an appropriation therefor.

Thousands of acres of more or less productive land are now idle in home places of this State. There are 650,000 children in California who consume at least one-seventh of the food supply, and produce little. 300,000 are able and willing to grow food. Every child of school age should be a producer, however limited his efforts, as well as a consumer, not only for his own sake but for the sake of that which he produces. He should learn early that he has responsibilities to meet at home and in his community. Under guidance and supervision the children would till these acres and add $2,500,000 to California's wealth on the meager investment of five cents a child.

PLACEMENT OF RETURNED SOLDIERS

The City of San Francisco, augmenting its facilities already provided for the intelligent placement of returning service men, yesterday took over the Placement Bureau which since the signing of the armistice has been conducted in the offices of the State Committee on Readjustment in the Ferry Building.

This Bureau was opened on account of the many inquiries made immediately upon the close of the war by returning soldiers and sailors.

The City of San Francisco, in line with other communities throughout the State, will work in connection with the State Committee on Readjustment.

Charles Wright, who has been in charge of the department under the State Committee during the early period of readjustment of the local employment situation, has been retained by the city to continue the successful work he has been doing in placing service men to the best advantage for vocational efficiency.

The State Committee on Readjustment through its cooperative sub-divisions throughout California will be as a clearing-house of action for the purpose of concentrating and utilizing as rapidly as possible all agencies dealing with the unemployment problem. The State Committee is not in any way to transcend the functions of any municipal or national department concerned, but solely in the State interest to supplement and correlate their activities in this matter so vital to the State and country at large.

Mr. Wright while in charge of the local bureau in the Ferry Building received applications totaling 865. Of these he placed 739.

TRADE AT A GLANCE BY BRADSTREETS

SEATTLE
- Wholsale and Jobbing Trade—Good.
- Retail Trade—Good.
- Manufacturing and Industry—Fair.
- Collections—Fair.
- Labor—Better employed.

SPOKANE
- Wholesale and Jobbing Trade—Fair.
- Retail Trade—Good.
- Manufacturing and Industry—Fair.
- Collections—Fair.

PORTLAND
- Wholesale and Retail Trade—Very good.
- Manufacturing and Industry—Fair.
- Collections—Fair.
- General trade holding up well.

LOS ANGELES
- Retail Trade—Good.
- Wholesale Trade—Fair.
- Manufacturing and Industry—Fair.
- Retail outlook better.
- Building prospects improved.
- Employment situation easier.

SAN FRANCISCO
- Wholsale and Jobbing Trade—Good.
- Retail Trade—Fair to Good.
- Manufacturing and Industry—Active.
- General Conditions—Good.
- Collections—Fair to good.

DUN'S REVIEW

Retail trade is beginning to feel some unfavorable affect from wage losses by industrial workers who have lost a great deal of time lately by strikes. Collections too, show a tendency to slow up especially affecting installment houses who have been catering principally to the working classes.

Distribution of most seasonable lines, however, is still reported satisfactory and somewhat accentuated during the past few days by excellent spring weather.

The agricultural situation continues to improve daily. Canners are reported offering $12 to $14 a ton for tomatoes, but growers claim that there is no profit at the smaller figure due to prevailing high wages. There has been a flurry in the onion market and beans, while still weak exhibit a stronger tone. Food products suitable for export are in good demand Canned fruits are scarce. Tomatoes and corn, for which there is little outside demand, are weak, which is attributed to a smaller domestic consumption.

Wholesale trade in dry goods is reported quiet but here and there featured by large orders for export and the situation on the whole is called satisfactory. Men's furnishings show little change, high priced goods being in good demand and stocks a little light, while the cheaper grades are moving slowly. Paints, oils and varnishes are reported moving satisfactorily; the local demand still light but with good business in export departments. With electrical supply houses distribution is unsettled due to the condition of the copper market. The hardware and tools trade is also reported somewhat slower, this department naturally feeling contraction caused by curtailed production among shipyards and industrial plants.

Collections in wholesale departments are reported fair to good, but with a slight tendency to slow up. There is no apparent change in building trades, this department holding much promise but with little present activity.

BUSINESS REPRESENTATIVE TO CHICAGO

A local brokerage firm in general merchandise is sending a representative to Chicago within the next ten days. Firms interested in transacting any business through this representative may obtain name of firm through industrial department of the Chamber of Commerce.

SIXTH NATIONAL FORE

Chicago, Illinois, A

Telegram from Frederick J. Koster, President of the San Francisco Chamber of Commerce, at present in New York City, advising importance of Convention as evidenced in the Eastern metropolis.

I have spoken to a number of prominent business men and find them intensely interested in the whole subject of development of foreign trade, and the convention will be attended by many of the heads of the largest industrial and business concerns of the East. I count confidently on a very representative party from California particularly from San Francisco. From the interest manifested here in the East you are justified in making the strongest possible representations to our own business leaders to make it a point to attend the convention. The sentiment here generally is that we may look forward to a very prosperous period beginning not later than this fall. The whole tone of business thought is one of confidence in the future.

Signed: Frederick J. Koster

The Importance of Foreign Trade should compel attendance from San Francisco at Convention.

The most fascinating topic of the present day is Foreign Trade. It is discussed from every angle by everyone everywhere.

Uninformed discussion, however, is aimless; will not bring results nor build up the commerce of our Port.

THEREFORE, EVERY MERCHANT OF SAN FRANCISCO, WHO CAN, EVEN BY GREAT SACRIFICE, ATTEND THE SIXTH NATIONAL FOREIGN TRADE CONVENTION IN CHICAGO, SHOULD CONSIDER IT A DUTY TO HIMSELF AND TO SAN FRANCISCO TO MAKE THE EFFORT.

Below are noted the delegates who have thus far declared themselves sufficiently interested and patriotic to go to the Convention.

Armsby, J. K., California Packing Corporation.
Babbitt, E. G., Bureau of Foreign & Domestic Commerce.
Bachelder, C. A., The Holt Manufacturing Company.
Bentley, C. H., California Packing Corporation.
Bernhard, E. A., U. S. Steel Products Co.
Buck, H. A., St. Paul Fire & Marine Ins. Co.
Cowen, A. H., Pacific Orient Company.
Clarke, N. B., Anglo-Southern Company, Inc.
Cofer, L. R., Wells Fargo Nevada National Bank.
Cotter, R. E., R. E. Cotter Company.
Carriel, Cruse, Daily Journal of Commerce.
De Forest, A. T., U. S. Steel Products Co.
Edwards, W. J., Norton Lilly & Company.
Emery, Quincy P., General Paper Company.
Evans, Dudley S., The Paraffine Companies, Inc.
Field, Walter M., Walter M. Field & Company.
Getz, Louis, Getz Brothers & Company.
Glessner, O. A., Lewis-Simas-Jones Co.
Heineberg, J. A., Pacific Orient Company.
Jacobs, Isador, California Canneries Company.
Jessie, J. G., F. E. Booth Company.
Joslyn, W. A., Du Pont Company.
King, H. B., H. B. King Sales Agency.
Koster, F. J., The Koster Company.
Koshland, Adolf, Adolf Koshland.
McKee, Wm. A., Dickerson & Gaskell, Inc.
Malcolm, A. R., The J. H. W. Steele Company.
Meese, Constant, Meese & Gottfried.
Moss, I., M. Blum & Company.
Miller, H. Clay, Henry F. Allen.
Rothschild, John, John Rothschild & Company.
Rowe, W. A., Woodward & Rowe.
Simpson, H. C., Crocker National Bank.
Stoddard, Geo. H., Buck & Stoddard.
Searle, Jas. J., Haslett Warehouse Company.
Willits, Chas. D., Willits & Patterson.

Are you, Mr. Merchant, Mr. Shipper, Mr. Business Man, less to be benefited than these?

SAN FRANCISCO IS EITHER ONE OF THE GREATEST PORTS OF THE WORLD OR IT IS NOT—THE WORLD IS WAITING TO LEARN AND IS WAITING FOR YOUR ANSWER. WILL YOU GO AND TELL THEM THE TRUTH OR LEAVE IT TO THEIR IMAGINATION WITH OTHER PORTS INSIGNIFICANT IN COMPARISON WITH THIS ONE SHOWING THEM WHAT THEY ARE?

If you are intending to go—say so promptly.

If you are merely *thinking* of going—make up your mind, and go!

If you are not thinking of going—change your mind, AND GO!

If you are not thinking anything about it—give it a few moments consideration. Look forward a few years and reflect what the coming generation will say about those who neglected the opportunity to place their city in the front ranks. Where would San Francisco have been if those great men who built the Pacific Railroad and other pioneering projects sat back indifferent instead of sacrificing their time and money to put it through. The present crisis is just as great.

The Shipping Board, the United States Railroad Administration, The Bureau of Foreign and Domestic Commerce are waiting to hear what is needed. Will you not attend and add your voice to the end that San Francisco and the Pacific Coast will be assured of the consideration which is due their important location in world commerce?

TRADE CONVENTION

th, 25th and 26th

Telegram from Mr. Harry A. Wheeler, President of the Chamber of Commerce of the United States, indicating the importance of co-ordinating the efforts and energies of all parts of the country in the interest of foreign trade.

If there ever was a time when the East and the Central West needed counsel of the Pacific Coast that time is now. Questions before the Chamber of Commerce of the United States at its St. Louis meeting and the Foreign Trade Council at its Chicago meeting cannot be broadly determined without your help. We have moved these meetings as far West as we dared in order that you would not have to travel clear across the Continent. Won't you come with great delegations. Questions to be decided vital to you; also attendance at these meetings. No junket, but real national service.

Signed: Harry A. Wheeler.

Practical Problems of Foreign Trade

Prominent Speakers at Session to Discuss Export Technique

Additional speakers for the Sixth National Foreign Trade Convention to be held in Chicago this month were announced today. Fred I. Kent, Vice-President of the Bankers Trust Company, New York City, will speak on "America's Financial Equipment for Foreign Trade." He will bring to this discussion a wealth of information obtained while in charge of the Division of Foreign Exchange of the Federal Reserve Board. Another prominent speaker will be William Pigott, President of the Seattle Car & Foundry Company, who recently went to Washington as representative of the Mayor of Seattle to describe labor conditions on the Pacific Coast with particular reference to the recent strike in Seattle. He will present a paper on "The Element of Labor Cost in American Exports."

In the session on Commercial Education for Foreign Trade, D. E. Delgado, Export Manager of the Eastman Kodak Company of Rochester, New York, will speak on "Export Technique: Job Analysis of an Exporting House, Showing What Employees Should Know." The session on Financing Foreign Trade will be marked by an address by a representative of the National City Bank of New York on "American Branch Banks Abroad." This is a matter in which great activity and interest is being shown by American banking institutions and which will afford material aid in the development of American foreign trade.

The American Association of Advertising Agencies is cooperating with the National Foreign Trade Council in the organization of a most interesting session on Advertising for Foreign Trade. Among others who will participate in the discussion will be Stanley Resor, President of the J. Walter Thompson Company of New York, who will speak on "Advertising Media for Foreign Trade." At yet another session, F. D. Rock, Credit Manager of Armour & Company of Chicago, will talk on "Some of the Peculiar Difficulties and Problems in Foreign Credit Granting."

"Direct Selling in the Orient," by Howard E. Cole, of the Standard Oil Company of New York, will occupy a prominent place in the session on Direct Selling. The corresponding session on selling through exporting houses is well organized, but the subjects have not yet been announced. Benjamin Rush, President of the American Foreign Insurance Association is scheduled to speak on "Marine Insurance" during the session on Ocean Service. The discussion of the Webb Law in Operation will be featured in an address by John Walsh, Chief Counsel of the Federal Trade Commission. Numerous lawyers engaged in promoting Webb Law Associations, and members of Associations already formed, will be present to exchange views and point out, to those who are interested, the advantages of such combinations.

A striking speech on "What Foreign Trade Means to the Mississippi Valley" will be delivered at the Convention Banquet by the Hon. John M. Parker of New Orleans, the President of the Mississippi Valley Association. Other speakers at the banquet include Gov. Frank O. Lowden of Illinois, James A. Farrell, Breckenbridge Long and Edward N. Hurley, Chairman of the U. S. Shipping Board.

Service and Information Bureau at Chicago

As previously advised through these columns, the San Francisco Chamber of Commerce will maintain a bureau for the service of San Francisco delegates at the Chicago Convention.

This bureau will be in the rotunda of the Congress Hotel and will be maintained for the purpose of disseminating data regarding San Francisco and also for the purpose of effecting business connections between the merchants of this city and the East.

A LETTER HAS BEEN ADDRESSED TO EVERY LARGE CHAMBER OF COMMERCE OF THE COUNTRY ASKING THEM TO INFORM THEIR MEMBERS OF THIS OPPORTUNITY FOR GETTING IN TOUCH WITH THE BUSINESS INTERESTS OF SAN FRANCISCO.

Replies have been received from over fifty of the largest commercial organizations in the country expressing their keen interest in this innovation and assuring the fullest cooperation in spreading the information to their members. Some have gone so far as to circularize their entire memberships which exemplifies the importance of the maintenance of this bureau in their minds.

THE SAN FRANCISCO DELEGATION CAN, THEREFORE, HAVE TWO OBJECTS IN ATTENDING THE CONVENTION: ONE, A PATRIOTIC DUTY; TWO, AN OPPORTUNITY FOR COMMERCIAL BETTERMENT.

FOREIGN TRADE OPPORTUNITIES

3083. Bordeaux (France). A French association would like to represent in France, American houses dealing in canned salmon, corned beef, tapioca, milk, soap, etc.

3084. Porto (Portugal). Commission merchant desires to get in touch with local firms wishing to be represented in Portugal.

3085. Omaha (Nebraska). Eastern manufacturer desires to enter into negotiations with export house, in connection with the foreign sale of their fireproof building materials.

3086. Copenhagen (Denmark). Danish firm desires to get in touch with exporters of oils for margarine manufacturing and corn and feeding stuffs.

3087. Genoa (Italy). Agent desires to get in touch with local exporters who might desire his services as transhipping and forwarding agent in Genoa.

3088. Milan (Italy). Party desires to get in touch with local firms desiring representation in Italy.

3089. Milan (Italy). Established firm desires to get in touch with manufacturers and exporters of hosiery, shoes, sewing machines, needles, machinery for knitted goods, India rubber and gutta percha articles, chemical products, yarns and textiles, etc.

3090. La Chaux de Fonds (Switzerland). Firm desires to represent in Switzerland, France and Belgium exporters and manufacturers of paper goods of any kind, novelties and advertising articles, machinery, textiles, etc.

3091. Bruxells (Belgium). Party desires to act as representative of local exporters and manufacturers. Works with an associate in two different lines, namely, dry goods and technical machinery: motors, electric and agricultural machinery, autos, etc.

3092. Callao (Peru). Merchant desires to get in touch with local exporters of electric motors. At present is in need of a Standard Motor of six h. p. with accessories and wishes to get catalogues, prices, etc.

OPPORTUNITY FOR BUSINESS IN AUSTRALASIA, SOUTH SEAS AND FAR EAST

One of the leading firms in Australia with branch houses in all parts of Australia, New Zealand, South Sea Islands, East Indies, etc., and with an incorporated branch in San Francisco desires to get in touch with American manufacturers wishing to sell their goods or to import native products. The San Francisco branch is vouched for by one of the leading San Francisco banks. Letters addressed to the Foreign Trade Department of the Chamber will be handed to this concern.

Eastern commercial organizations are requested to copy in their house organs.

CAN YOU FILL THIS ORDER?

A letter just received by the Chamber of Commerce from one of the largest exporting firms in this city expresses their desire to purchase a parcel of 400 tons of unread newspapers.

The Chamber respectfully calls this matter to the attention of the newspapers of San Francisco inasmuch as this office is not in a position to ascertain which newspaper is the least read and is quite sure that none of them are entirely unread.

Roughly 400 tons of newspapers would run to something like three million two hundred thousand copies.

A combination of small boys and junk dealers might be able to fill the order but the question arises, would at least some of the gathering not have been read?

COFFEE ARRIVALS

The Green Coffee Association of the San Francisco Chamber of Commerce reports the following arrivals during the past week, with coffee consigned to members:

March 21, 1919, S. S. Korea Maru, 8,329 bags of coffee.
March 25, 1919, S. S. Idaho, 12,529 bags of coffee.
March 27, 1919, S. S. San Jose, 11,412 bags of coffee.

BUSINESS WANTS

TYPEWRITERS—Emil H. Erickson, Live Oak, Cal., is in the market for typewriters and accessories.

NOVELTY GOODS—E. S. Ealls, Falls City, Nebr., is in the market for novelty goods, wholesale.

BASKET GOODS—Burlington Basket Co., Burlington, Iowa, is in the market for Japanese basketware and strawbraids.

Frick-Morris Sales Co., Union National Bank Building, Houston, Texas, is in the market for lacquer, Japanese wicker and Geisha baskets for putting up candy.

CYANIDES—Arthur Brand, Acting Consul for Spain, Pacific Building, desires to get in touch with manufacturers of cyanides.

GROCERIES—R. S. Khan, 319 N. St., Sacramento, Cal., desires to get in touch with wholesale dealers in groceries and spices.

B. M. Sullivan, 1119 N. Central Ave., Medford, Ore., is in the market for peppers and supplies for making chili.

J. B. Wilcox, Hotel Lee-Grant, Fitzgerald, Ga., wishes to get in touch with Chinese grocers in this city.

WOODWORKING—John H. Johnson, 435 Bath St., Santa Barbara, Cal., desires to get in touch with a woodworking firm equipped to manufacture a patent cabinet.

NUTMEATS—H. C. Schranck Co., Milwaukee, Wis., are in the market for raw shelled nutmeats such as walnuts, filberts, brazils and Ceylon cocoanut, wholesale.

PRESERVED FRUIT, ETC.—A. E. S. Thompson & Co., 24 California St., San Francisco, desires to secure accounts to handle California canned and dried fruits.

Whitelaw Sales Co., 145 W. 45th St., New York City, desires to secure accounts to represent a line of California canned goods and staple articles in the Eastern market.

CORD WOOD—Curtis A. Miller, Ukiah, Cal., wishes to communicate with wholesale dealers in cord wood.

DRIED SHRIMPS—Minor Blythe, 301 American Bank Building, Los Angeles, Cal., is in the market to dispose of several tons of dried shrimps packed in sacks.

COCOANUT OIL—Merriman Potash Products Co., Merriman, Nebr., is in the market for cocoanut oil in carload lots.

BARLEY—Mente & Company, S. Peters and Front Sts., New Orleans, La., wishes to get in touch with shippers of barley in this city.

FREIGHT FORWARDING—Independent Traffic & Expediting Bureau, 1031 S. Hanover St., Baltimore, Md., would like to make arrangements to handle the forwarding of freight for Pacific Coast firms.

MESQUITE WOOD—Salinas Brothers, 24 California St., have 40 tons of Mesquite hardwood, which they wish to dispose of immediately.

CHICORY—Constant Lamont, Acampo, Cal., is in the market to dispose of chicory.

IRON CASTINGS—Ontario Auto Co., Ontario, Oregon is in the market for malleable iron castings.

DRY CODFISH—Aboy & M. Hernandez Co., 11 Broadway, New York City, is in the market for dry codfish, wholesale.

WEED KILLER—Mr. Wm. A. Rosdine, 598 Monadnock Building, wishes to communicate with persons interested in the destruction of weeds, such as Morning Glories, Thistles, etc.

PAMPAS PLUMES—E. G. Barrow, 6955 Highland Ave., St. Louis, Missouri, is desirous of obtaining in large quantities, Pampas Plumes which are the products of the so-called Pampas Grass.

GOVERNMENT BIDS

Bids will be opened at the Zone General Supply Depot at Fort Mason on April 7th for miscellaneous supplies including Manila rope, dating stamps, ink, Neatsfoot oil, index cards, lead pencils, linoleum, brass washers, etc.

REPRESENTATION—Dameron & Co., 40 New St., New York City, desires to secure accounts to represent California packers of canned goods and manufacturers of flour, in that market.

SAN FRANCISCO DISTRICT FREIGHT TRAFFIC COMMITTEE—DOCKETS

Docket 1188—(Hearing 10:15 A. M., April 10th)—Burial cases, viz: caskets or coffins, wooden, in the white, K. D., carloads. Proposal to reduce rates from Pacific Coast points to Eastern Defined Territory.

Docket 1189—(Hearing 10:30 A. M., April 10th)—Fibre board boxes, K. D., flat, in bundles, carloads. Proposal to reduce rates from California points to points in Groups A to J inclusive.

Docket 1191—(Hearing 11:15 A. M., April 10th)—Seed, alfalfa, clover, canary, grass, in straight or mixed carloads. Proposal to cancel commodity rates from Nevada points and Keeler, Cal., to San Francisco, Oakland, etc.

Docket 1199—(Hearing 10:30 A. M., April 15th)—Copper bullion, blister or matte, and lead bullion, from California points to New York, Baltimore, etc. Proposal to amend Transcontinental Tariff 3-M, I. C. C. 1038, so as to permit bullion to be refined in transit at Laurel Hill, N. Y.

Docket 1201—(Hearing 11:00 A. M., April 15th)—Structural iron and steel, fabricated or unfabricated, carloads, from San Francisco to Pittsburg, Cal. Proposal to cancel commodity rate.

Docket 1203—(Hearing 2:00 P. M., April 15th)—Alum, in packages. Proposal to cancel commodity rate from San Francisco and Oakland to Antioch, Cal.

Docket 1208—(Hearing 3:30 P. M., April 15th)—Machinery, carloads, San Francisco, Sacramento and points taking Groups 1 and 2 rates to Fallon, Nev. Proposal to cancel commodity rates.

Docket 1210—(Hearing 10:15 A. M., April 16th)—Desiccated cocoanut, carloads and less than carloads, import, from Pacific Coast ports to Eastern points. Proposal to reduce rates.

Docket 1212—(Hearing 10:45 A. M., April 16th)—Foundry slag, carloads. Proposal to reduce rates from California points to points in Groups D to J inclusive.

Docket 1213—(Hearing 11:15 A. M., April 16th)—Rails, second hand. Proposal to reduce rate from California terminals and intermediates to Eagle Pass, Texas.

Docket 1214—(Hearing 11:30 A. M., April 16th)—Fertilizer, carloads. Proposal to cancel commodity rate from San Francisco to Mococo and Peyton, Cal.

Docket 1215—(Hearing 2:00 P. M., April 16th)—Estimated weights of 108 lbs. per keg on nails. Proposal to cancel from all tariffs estimated weight of 108 lbs. per keg on nails, allowing actual weight to apply in lieu thereof.

Docket 1217—(Hearing 2:30 P. M., April 16th)—Sulphur, carloads, from San Francisco, Oakland and Livny, to Simi, Dillon and Hasson, Cal. Proposal to cancel commodity rates.

Docket 1222—(Hearing 10:15 A. M., April 17th)—Nitrate of soda, carloads. Proposal to increase rates from Pacific Coast points to Eastern Defined Territory and from California producing points to Anaconda, Mont.

Docket 1224—(Hearing 10:45 A. M., April 17th)—Waste silk, imported. Proposal to reduce rate, Pacific Coast ports to Eastern points from $4.62½ to $2.25 per 100 lbs.

Docket 1228—(Hearing 2:00 P. M., April 17th)—Olive oil, in packages, straight carloads or in mixed carloads with olives. Proposal to cancel commodity rate from Los Angeles to San Francisco.

Docket 1229—(Hearing 2:15 P. M., April 17th)—Canary seed, carloads. Proposal to cancel commodity rate from Salinas, Cal. to San Francisco.

Docket 1235—(Hearing 10:15 A. M., April 22nd)—Straw braid, import, carloads. Proposal to reduce rate from Pacific Coast ports to Eastern points.

Docket 1238—(Hearing 2:30 P. M., April 22nd)—Rattan and rattan core, L. C. L. (imported). Proposal to reduce rate, Pacific Coast ports to Elkhart, Ind., from $4.37½ to $1.87½ per 100 lbs.

Docket 1239—(Hearing 2:45 P. M., April 22nd)—Cooperage or cooperage stock. Proposal to include iron hoops and rivets in mixed carloads with cooperage or cooperage stock, from Memphis, Tenn., to Pacific Coast ports, for export.

Docket 1240—(Hearing 3:00 P. M., April 22nd)—Fence posts, iron or steel, carloads. Proposal to include above in items providing rates on wire fencing as named in T. C. F. B. Tariff 1-Q, I. C. C. 1038.

MARINE DEPARTMENT

United States Shipping Board quotes $30 per ton on barley for full cargo lots, wooden steamers from Pacific Coast to the United Kingdom, freight prepaid.

The Standard Oil Tank Steamer Tecumseh steamed from this port last week for Hongkong and Saigon with a full cargo of oil, many other large shipments will soon be on the way to Australia and South Pacific ports.

British Steamer Tahchee steamed from San Pedro on March 27th for Calcutta carrying 3,000,000 gallons of kerosene, this is the first shipment of its kind to be sent abroad from the El Segundo plant of the Standard Oil Company, its value being $250,000.

Cable received at this department reported the arrival on March 24th of the American Steamer West Carnifax at Hamburg from this city, with flour and foodstuffs, consisting of 6,000 tons of flour and over 1,500 tons of other foodstuffs. This is the first American steamer to arrive in Germany with foodstuffs.

The Matson Navigation Steamer Manoa, now discharging Philippine cargo, brought 69,921 bags sugar, 12,602 bales hemp, 745 cases potash and 77 barrels cocoanut oil, from Manila.

The Standard Oil Ship John Ena left Sydney last week for San Francisco, with a shipload of wheat for U. S. Food Administration.

The British Bark Gladbrook has been chartered by the Standard Oil Co. to carry cargo case oil to Sydney. They have also taken the Schooner Lily for discharge at Dunedin.

The Schooner Roy Somers arriving from Papeete last week, brought a miscellaneous cargo, consigned to Henry Gray & Co. Principle items were 205 tons copra, 5,500 cocoanuts, 100 tons mother of pearl shells and 304 barrels cocoanut oil. The vessel starts loading outward cargo on April 1st for return voyage.

The Pacific Mail Steamer San Jose from Central American and Mexican ports, arrived here on March 27th with 35 passengers and 1,207 tons freight which consisted principally of coffee.

This department was advised by wire of the death of Captain Wm. D. Burnham, manager of the American Hawaiian Steamship Company at Port Chester, New York, on March 27th.

An announcement of the Trans-Oceanic Company, states that frequent sailings from San Francisco and Seattle to Vladivostock, direct, will be given by their line, in this new service, which they are about to start. The first sailing has been scheduled for April, the Steamer Nippon Maru, leaving Seattle latter part of the month.

The Oceanic Steamer Ventura will leave this port for Sydney, via Honolulu and Pago Pago, on April 8th.

Barkentine Benicia, now in Puget Sound, will be towed down to Coos Bay to load lumber for South Africa at the rate of $76.

2,950 tons of coal arrived in port last week from Comox, B. C. by the Grace Liner Santa Alicia, this is the first shipment of coal from Comox to this port in many months.

Ship Katherine has been re-rigged into a motorship at Hanlon's Yard, and will shortly commence to load case oil for Swatow for the Standard Oil Company.

Steamer Evansville which arrived here recently from San Diego will load supplies for New York, being handled by the United States Government.

PLACEMENT BUREAU

DISCHARGED SOLDIERS AND SAILORS

71. Wanted an opening for a young man 24 years of age, a high school graduate, with five years experience as clerk, correspondent and collector. Desires a position which will lead to salesmanship.

72. Discharged officer, U. S. A., would like to connect with automobile firm as salesman or demonstrator. Best of references.

73. An American, 26 years of age, who speaks Dutch, desires connection with a firm as representative in the Dutch East Indies.

74. Young man, 25 years of age, desires position in export or import business. Six years experience in wholesale hardware business as salesman. Eighteen months in charge of large government purchasing department. Best of references.

75. Position desired by experienced motor transport man. Year and a half in Government service. Understands handling of freight and merchandise.

76. Discharged petty officer desires clerical position with good prospects. Four years steamship experience, and some knowledge of bookkeeping and typing. Best of references.

77. Honorably released from Officers School, U. S. N., single man 26 years old, wants position with mercantile or manufacturing concern to learn the business. Fomerly salesman for Chemical Co. and real estate.

78. Discharged electrician U. S. Navy, wishes position with shipping concern. Former experience as freight clerk and purser for 8 years.

79. Expert stenographer and secretary wishes position in exporting and importing firm.

80. Ensign, discharged, U. S. N. R. F., 16 months in Service, desires to follow traffic work. Experienced in freight rates, age 25.

81. Released yeoman from U. S. Navy wishes position as clerical worker, has had six years experience in same.

82. Accountant, 31 years of age, discharged from the Service, good knowledge of Australian trade, wants position with exporting and importing firm, one doing business with Australia preferred.

83. All around office man, eleven years experience as stenographer, clerk, correspondent and department head. References.

84. Young man thoroughly efficient and familiar with freight forwarding and steamship business, would like position with import and export or freight forwarding concern.

85. Released radio operator from U. S. Navy, would like position in office as collector, solicitor, telegrapher or general office work.

86. Discharged navy man wants position with export and import house. Previous to enlistment and for some years private secretary to General Counsel of the American Telephone & Telegraph Co., in the East, 29 years old, married and has had legal and business experience that should be very valuable.

GENERAL APPLICATIONS

1355. Young man thoroughly experienced in import and export or shipping, desires permanent connection offering future possibilities. Trained executive. Can manage any department. Future possibilities wanted more than salary. Can supply best of references and any bond.

1356. An experienced creditman, office manager, and general office man. Married, age 36. References A-1.

1357. Office manager and accountant desires position. Capable of taking full charge of office. Can handle credits.

1358. Young man thoroughly familiar with English and Spanish export declarations and regulations, experienced, desires connection with export firm doing business in Latin-America. Highest references.

SPECIAL NOTICE

Gentleman located in China for a number of years would like to represent or take charge of office of a reliable firm desiring to be represented in China.

STATE COMMITTEE ON READJUSTMENT RECEIVES RECOMMENDATIONS FROM ITS SUBCOMMITTEE

Important Action Effecting Almost Every Phase of Industrial Enterprise

The Industrial Department of the Chamber particularly desires to call to the attention of the membership, the movements of the State Committee on Readjustments, for the actions of that body will determine in a very large degree the trend of the immediate future of the State along lines of Industrial Development.

The report itself is a rather lengthy document and combines many features for an outline of general policy to be pursued in the functions of the organization.

The entire report is published herein, as it is believed this may be of interest to the membership of the Chamber of Commerce.

TO THE CHAIRMAN AND MEMBERS OF STATE COMMITTEE ON READJUSTMENT

Your special committee appointed at your meeting February 24th for the purpose of drawing up a program of Readjustment projects, and methods by which these state-wide problems may be met, begs to report as follows:

The unexpected, abrupt close of the war in November left industrial conditions throughout the world in uncertainty with the consequent appearance of industrial unrest and commercial stagnation. The United States, the richest country of the world today, has no cause to fear either permanent unrest or commercial depression as an outgrowth of the war. The present temporary stagnation, however, can only be immediately overcome by a harmonious and constructive national program of readjustment of industry. In particular, the State of California has no cause to be fearful of the future. Never was there such general prosperity in agricultural production nor such hopeful outlook for enlarged future trade relations with the world. When the war closed, it was common to refer to the after-the-war period as "the period of rehabilitation" and it is indicative of the changing point of view that the word "rehabilitation" has been dropped and the word "readjustment" substituted. With readjustment is bound to come increased prosperity for all classes, based upon mutual confidence and a determination to make permanent those conditions of society and Government for which the war was victoriously fought.

Your sub-committee is hopeful that the State Committee on Readjustment will immediately call to the attention of the Governor, the State Legislature, and the people of California the fact that the State Committee on Readjustment, by the terms of the Bill which created the Committee about thirty days ago, carries no power or authority of executive action except through suggestion and cooperation. The Legislature gives the Committee four specific functions:

First, to cooperate with communities and existing agencies in the replacement of returned service men; Second, to assist service men and their families in the obtaining of allotments from the War Risk Insurance Bureau whenever those allotments have not been correctly or promptly paid; Third, to succeed to those going activities of the Council of Defense which are deemed essential for the present period for the purpose of adjustment; and by inference to these should be added a Fourth—to outline for Legislature and the people of California a constructive and practical program by which all classes and all interests of the State may be led into a period of greater prosperity and through which they may reap the benefits which should accrue to California as a result of the conclusion of the war. The Committee on Readjustment has no power to create jobs for soldiers nor to force the employment of soldiers if industrial conditions and the community interested do not provide opportunities. The State Committee has no power to pay allotments to soldiers nor to do more than to call to the attention of the United States

Treasury Department errors or delays in the payment of allotments. Therefore, the sole responsibility of this committee according to the terms of the Act, ends with energetic constructive efforts to obtain employment for discharged service men, to assist their families in obtaining allotments from the United States Treasury and to formulate a program which in the best judgment of the Committee will operate to meet the immediate emergency. Failure to carry through the program must rest upon local communities or the legislative bodies of the State and Nation.

EMPLOYMENT PROBLEM

While your sub-committee was appointed to consider problems other than the re-employment of discharged service men; yet attention is called to the fact that any successful readjustment program must be based first upon the immediate re-employment of all discharged service men of California who are seeking the positions which they left at the time of entering the service of the Government; and second, upon sympathetic assistance rendered to those returning California soldiers who desire to improve their conditions and obtain better situations than which they formerly occupied; and finally, that those soldiers coming from other States should receive assistance as far as possible in obtaining employment in California when such employment can be offered without conflict with the interest of the men who have entered the service from this State. Your sub-committee understands that this part of the program is being carried through by cooperation with the Federal and State employment bureaus and also by cooperation with these local agencies in each center of population in California which have either volunteered or have been appointed to perform such a service for their respective communities. The State Committee will contract in each locality for the placement of soldiers with various kinds of agencies, but with only one such agency in a specific city. In some cases community councils will be used; in others, County Divisions of the State Council of Defense; in others Chambers of Commerce, and still in others, Mayor's Committees or other organizations. The Mayor's Committee of the City of Los Angeles is to be particularly commended for the excellent service rendered.

The various appointed agencies of the State Readjustment Committee for the placement of discharged service men will vary with the conditions of the community and the desires of the locality. In problems other than the placement of soldiers, the regular channel of communication between the State Committee on Readjustment and the people of a locality will be the County Division, carried over from the previous organization of the State Council of Defense, representative of the entire interests of the county and experienced in local problems through the work accomplished during the period of the war.

Your Committee begs to point out that in addition to the employment of discharged service men there are other employment problems of vital importance, namely; the employment of those whose places will now be taken by the discharged service men, the employment of discharged civilian war workers, the employment of women whose places are being taken by men, and the employment of service men incapacitated to resume their former employment. To the end that these problems may be considered in their entirety, it is recommended that the State Committee shall create an Advisory Committee on Employment which shall be composed of representatives of the following:

The Director of the U. S. Employment Service for California,

State Commissioner of Labor,

Executive Officer of the State Welfare Commission,

Executive Officer of the State Housing and Immigration Commission,

Representative of the Federal Vocational Training and

Representative of the Red Cross.

who shall meet with the members of the State Committee and its Director of Placement at frequent intervals to consider and report upon the changing conditions of employment as they may arise within the State, and, upon the appearance of local difficulty, special provision must be made to meet conditions.

VOCATIONAL TRAINING

The training of service men injured in the war in order that they may continue to be useful members of society has been undertaken by the United States Government. However, the State Committee should not be without responsibility in this matter in seeing to it that necessary supplemental State aid be given and that special cases coming to the attention of local committees should be brought before the Federal Vocational Committee for proper recognition and attention. The efforts of the Red Cross and of local committees and educational bodies of California in offering supplemental training for men incapacitated for their former occupations must receive every possible assistance from the State, including a proper provision for employment and a living wage.

THE PROGRAM FOR READJUSTMENT

Your sub-committee expected to set out for your consideration certain broad principles which it was hoped might be adopted as a common basis of viewing the many complex adjustment problems. After stating general principles it was also hoped that a few specific and important measures might be advocated by the State Committee and that concerted efforts to bring such measures into realities would form the program of the State Committee's activity in addition to the placement of men.

Any local program of readjustment assumes that there exists a clear-cut, national program. It was the nation's war. The prosperity and security of the future depends primarily upon *National* effort to resume peace-time activity. Congress and the President must lead the way. But today no federal plan exists. Congress has adjourned with vast unfinished work. The President has returned to the Peace Conference in Europe. There is no governmental leadership in this country today.

The country is frankly thrown upon the initiative of the States and of private investors by the President of the United States. Therefore, agreement on a general program is even more highly important than ever, but a specific and enforcible program becomes correspondingly greatly restricted.

To accomplish the first step of setting on paper the suggestions having to do with resumption of industry, labor, agriculture, foreign trade, social reconstruction and the carried over activities of the State Council of Defense—your Committee presents the following statement:

RESUMPTION OF INDUSTRY

Your Committee calls attention to the necessity of the State, County and Municipal leadership in the resumption of industry through immediate construction of necessary highways, public buildings, etc. Since the Government called men into service and stopped industry, now the Government through its National, State, County, and Municipal branches must start industry for the benefit of those who offered their lives at the Government's call. No time can be lost. Those State projects which can be made available by appropriations by this session of the Legislature should be voted as emergency measures in order that the money may be available without the usual period of suspension, if such is legally possible. All contemplated County and Municipal improvements should be undertaken at once, not only to create opportunities for labor upon the specific projects, but in order that there may be a demand for the materials necessary to such projects and a feeling of confidence among dealers and manufacturers.

Your Committee does not pretend to pass upon the relative desirability of different highway proposals now pending in Sacramento. The important thing is that highway work be started from funds immediately available and that no delays be allowed to interfere with promptly undertaking such work as the Legislature may deem wise.

LABOR CONDITIONS

One of the most serious problems at the present moment is the necessity for creating mutual understanding between the managers of industry and employees. Fortunately, patriotic and public spirited leaders of labor in California have

stood against industrial unrest and against the elements of discontent which are endeavoring to penetrate the minds of the workers throughout the country. The public, as well as managers of industry, should unanimously and vigorously support the splendid stand of those California labor organizations which are endeavoring to avoid industrial conflict and to keep stable present industrial conditions. It is essential that the efforts of agitators of whatever origin, be dealt with drastically and that the country be rid of alien trouble makers who are endeavoring to spread the ideas of radicalism let loose upon the world by Germany through Russian Anarchy. The Committee also earnestly commends to the attention of labor and of the public the efforts of enlightened employers of labor who are earnestly striving for industrial peace and better understanding.

Your Committee earnestly recommends to all employment managers that they should meet on common ground with their employees for the purpose of arriving at a satisfactory understanding not only of disputed questions but for conferring upon common problems to the end that both sides should jointly bear the temporary burdens which are falling upon industry and labor alike. Partnership between workers and employers in bearing the present burdens incident to readjustment is the ultimate solution of present unrest. Employer and employee have a common interest in efficiency, prosperity, stability, and fair dealing. Employers and employers' associations must accept responsibility for taking the first step in creating the proper basis for confidence among those whom they employ.

AGRICULTURE

It is essential that the present development of California agriculture be maintained and that all helpful agencies be supported. Your Committee therefore recommends that immediate steps be taken to maintain and enlarge the scope of the Farm Advisory System and that every effort be made that the farm bureaus of California shall not suffer during the next year by a diminution of Federal or State financial aid. Your Committee urges that Congress shall be requested to pass an amendment to the Federal Farm Loan Act increasing the loan limit to $25,000. Your Committee earnestly urges upon the Legislature of California to expand the plan of land settlement which has been so happily begun in this State and offer the suggestion that means be provided for easier methods of financing worthy discharged service men, who show a proper desire to obtain farm land. Your Committee also urges upon Congress at its next meeting, passage of the program outlined by Secretary of the Interior for land settlement for returning soldiers.

We urge that the Committee support the following:

Senate Bill 556—Senator Breed for Farm Advisors.

Senate Bill 221—Senator Breed for extension of Land Settlement for service men.

FOREIGN TRADE

The great expanding future of California lies in its ability to become an integral factor in foreign trade. The United States Shipping Board must be brought into an immediate contact with California problems from California view points in order that tonnage may be provided for the export of California products of all kinds and immediate steps be taken to eliminate discriminatory rates both by Railroad Administration and the Shipping Board which operate to the detriment of the industry of the State of California. For example, the restoration of pre-war import and export rates are essential to the development of foreign business from San Francisco. Influence should be brought to bear upon the Shipping Board to prepare a proper parity in rates in the rapid readjustment of freight rates on the Atlantic and Pacific Oceans.

The new international competition due to the growth of America's new marine has created a critical situation on the Pacific Coast and there is a likelihood that unless immediate and intelligent influence is brought to bear that the Pacific Coast will lose not only its dominance, but even its entire share of Oriental business. The symmetrical development of the foreign trade is essential to the development of manufacturing and the creation of markets for California products and this Committee should be in intelligent cooperation with the commercial organizations in Los Angeles and San Francisco that are dealing directly with the immediate issues to be raised by these problems.

CARRIED OVER ACTIVITIES OF THE STATE COUNCIL DEFENSE

The Act creating the successor to the State Council of Defense provided for carrying on such activities of the State Council as might be necessary to the welfare of the State in the present emergency. Those which have been designatd for continuance are:—The Stanislaus Plan, devised for community effort in furnishing money to the farmers who represent good moral risks but who lack bankable securities. This is carried on without expense to the State under the direction of the California Development Board. The Committee also plans to continue the Relief Donation Department for protection against spurious war charities; the War History of the State and the Scientific Research Council, which coordinates the available scientific data of all institutions of learning and all State bureaus and departments upon subjects of vital importance to the welfare and development of the community at large.

The Committee on Readjustment shall be representative in the State of California of all the activities of the Council of National Defense and the avenue of communication between the two bodies shall be the Field Secretary for California of the Council of National Defense, Mrs. Robert J. Burdette, who, by good fortune, has been a member of the State Council of Defense and is now a member of the State Committee on Readjustment.

SOCIAL RECONSTRUCTION

By the use of existing State agencies and the enactment of laws now pending before the Legislature a program of social reconstruction must necessarily supplement any program dealing with industrial or material adjustments. Your Committee recommends support of the following points.

LABOR

1. Equal wages for equal work for women.
2. Rigid enforcement of 8 hour law for women.
3. Safeguarding conditions of work for women.

CHILD WELFARE

1. Continued work with the Children's Year Committee until April 24th.
2. Well equipped Child Hygiene Bureau under State Board of Health. Assembly Bill 114.
3. County Public Health Nurses.
4. Children's health centers for weighing, measuring, diet, guidance and advice throughout the year.
5. Back to the schools for child laborers.
6. Age of 14 for street trades. License and badge from School Department.

PUBLIC HEALTH

1. Adequate County care for cases of tuberculosis.
2. Bureau for venereal diseases under State Board of Health. Continuation of National War Policy. Free clinics for education and treatment. Supervision of men and women suffering from social diseases.

Americanization, in its broadest sense will find its fulfillment in the accomplishment of the foregoing program, but from its educational needs in particular your Committee urges:

1. Industrial justice in wages, hours and sanitation with safety conditions in shops and camps.
2. Proper housing with special reference to housing of farm labor.
3. Education.
   (a) In Schools and libraries.
   (b) In shops, factories and camps.
   (c) In homes and neighborhood centers.
   (d) Special work for foreign-speaking women in homes by home teachers.
   (e) In groups in schools, clubs, neighborhood centers.

Respectfuly submitted,

Mrs. Robert J. Burdette,
Ralph P. Merritt,
Robert Newton Lynch.

SAN FRANCISCO
CHAMBER *of* COMMERCE ACTIVITIES

Volume 6 | The Commercial, Financial, Industrial and Governmental Metropolis of the Pacific Coast | Number 15

Every Thursday —— April 10, 1919

ELEVENTH HOUR
WARNING

PLEASE SEE THAT THIS COPY REACHES THE MANAGER'S DESK

THE BUSINESS MEN OF SAN FRANCISCO SHOULD BE SUFFICIENTLY INTERESTED IN THEIR OWN FUTURE, AND IN THE FUTURE OF SAN FRANCISCO, AS A WORLD MARKET, TO SACRIFICE, IF IT MAY BE CALLED BY THAT EXTREME TERM, A FEW DAYS TIME AND A FEW DOLLARS FOR THE BENEFIT OF EVERY MAN DOING BUSINESS IN THIS GREAT CITY.

We are reliably informed by the local office of the Railroad Administration that our guarantee of sufficient delegates for a special train to the NATIONAL FOREIGN TRADE CONVENTION must be made by Saturday, April 12th.

About sixty delegates have been secured.

We need one hundred and fifty.

ARE YOU GOING TO ATTEND?

READ PAGE 135 OF THIS ISSUE

MERCHANTS URGED TO ATTEND NATIONAL FOREIGN TRADE CONVENTION

Speakers at Mass Meeting Advertise Importance of Gathering

For the past two months, the San Francisco Chamber of Commerce has been extending every effort to interest the business men of this city in the forthcoming convention of the National Foreign Trade Council.

This Convention, which is the sixth in the history of the Council, will override in importance any delegation of business men heretofore gathered together and should constitute in the minds of those interested in foreign trade, which includes every manufacturer, merchant and producer, the starting point of a new and informed attitude toward the future of our foreign commerce.

A meeting was held on the Exchange Floor of the Chamber of Commerce on Tuesday, April 8th, which was addressed by the following prominent speakers:

Seward B. McNear, J. K. Armsby, Marshall Dill, John S. Drumm.

Every important phase of foreign trade was covered by these speakers and attention was directed to the fact that solution and education of our foreign trade needs could be secured at the SIXTH NATIONAL FOREIGN TRADE CONVENTION.

SPECIAL COMMITTEE ON LATIN-AMERICAN AFFAIRS TO BE ORGANIZED BY CHAMBER

The Foreign Trade Committee of the San Francisco Chamber of Commerce at its meeting today discussed a proposal of various interested firms to form a sub-committee to deal with Latin-American affairs entirely.

The gentlemen meeting with the Foreign Trade Committee were:

J. H. Vinter, Manager Commercial Bank of Spanish America.

R. C. Cabrera, Secretary, Francisco Echeguren & Co.

Victor Patron, San Francisco and Mazatlan, Mexico.

C. H. Lloyd of J. J. Moore & Company.

Wm. Fisher of Wm. Fisher & Company.

Mr. C. H. Lloyd stated that the importers and exporters to Latin-America have numerous problems confronting them which it is impossible for the Foreign Trade Committee to deal directly with owing to the mass of detail incident thereto.

Among complaints brought forth was that of delay of mails and it was authoritatively stated that a letter mailed in San Francisco often times did not reach its destination in Mexico for five or six weeks, the cause being the slowness of the Government censors to pass on mail posted for delivery.

Freight is often received in damaged and unsatisfactory shape by the consignee as evidenced by the following incident. Dill-Crossett & Company shipped a box containing silk which weighed some two hundred pounds to a Mazatlan firm. When the box arrived, it weighed but twenty-five pounds due to the contents of valuable silk having been removed. After five or six months delay, no redress having been received from the steamship company, Dill-Crossett were informed that they were fined $15 by the Mexican Government for having made a sworn mis-statement to the customs people regarding the weight of the box.

Mr. Lloyd further stated that he could bring up hundreds of little things which impede traffic between the United States, Mexico and other Latin-American countries which could easily be threshed out for recommendation to the Foreign Trade Committee by this special sub-committee.

It was unanimously decided to have such a committee appointed and further recommended that the same sort of committees would be beneficial for trade with other countries.

IMPORTANT MATTERS RECEIVING ATTENTION OF PRESIDENT KOSTER IN EAST

A communication to the Chamber from Frederick J. Koster outlines some of the important events transpiring on the Eastern seaboard and informs us of his own activities in connection with some of the big problems of the day.

The Committee on Ocean Transportation, which was appointed some time ago by Mr. Harry A. Wheeler, President of the Chamber of Commerce of the United States, has had several meetings but has not as yet concluded its work. The National Chamber Committee on the railroad question are also still deliberating and meetings are scheduled for the middle of April. The Ocean Transportation Committee will convene in New York City on April 10th.

Mr. Koster is a member of both of the above committees and is also preparing a report on Foreign Trade for the National Association of Manufacturers as Chairman of the Foreign Trade Committee of that organization.

The East is evidencing the greatest interest in the approaching conventions of the Foreign Trade Council in Chicago on April 24th, 25th and 26th and that of the United States Chamber in St. Louis on April 29th, 30th and May 1st. Mr. Koster will take an important part in the program of the Foreign Trade Convention.

CABLES TO TROOPS AND FIRMS IN GERMANY

Communication with Rhine Provinces of Germany, occupied by American and Allied armies, is restored for plain-language-messages to the troops, and for commercial messages to individuals and firms. Private messages between private individuals are not allowed.

Following are the principal towns for which messages may be accepted:

Duisburg	Bonn	Darmstadt
Kerfeld	Duren	Worms
Munchgladbach	Coblenz	Speir
Aachen	Ems	Kaisersalautern
Solingen	Treves	Saarbrueken
Mulheim	Frankfurt	Aix-La-Chapelle
Cologne		

Rate is 7 cents per word more than rate to London.

Signed by W. R. Edmondson, Manager,
Western Union Telegraph Co.

OPPORTUNITIES IN FRANCE

With the coming of peace the opportunities in France, Switzerland and bordering countries will be very great for California exporters of foodstuffs and lumber. Naturally in France many mushroom organizations have sprung up as in other countries and members are warned to be careful with whom they deal. Members who are particularly interested in commerce with France and Switzerland are recommended to take out an associate membership in the American Chamber of Commerce in Paris, composed of American representatives and devoted to the exploitation of American trade in Europe. The annual dues are 125 francs equal to about twenty-five dollars. Application blanks may be had from the Foreign Trade Department.

THE LINE DEPARTMENT

A voice over the telephone cried in accents wild, "give me the Line Department."

The operator replied, "we have no Line Department."

The party insisted: "Yes, you have, give me the Line Department where you have all de ships on de line."

Sharing in Government is Good Citizenship

Buy W. S. S.

Make Your Decision Now

Why Are You Not Interested in Foreign Trade?

"We are not interested in Foreign Trade" is the frequent reply to Chamber of Commerce requests for its members to send a representative to the National Foreign Trade Convention at Chicago.

The Foreign Trade Department of the San Francisco Chamber of Commerce has just received the revised program of the sessions and subjects for the Convention, and when a person reads the subjects to be discussed at these meetings the result is a convincing impression that no firm or business is so small that it may justifiably say that it is not interested in foreign trade.

The arrangement of talks and discussions while made in the interest of foreign trade, reads more like an intensified discussion of business principles in general. The range of subjects in length, reaches every individual from the bank financing the largest import and export house, down to the office boy of institutions engaged in foreign commerce, and, in breadth, from planting wheat in America, to advertising in the most distant countries. It deals with various phases of these subjects from commercial education to the technical construction of manufactured products, and the question arises that although your firm is not directly engaged in marketing products in foreign countries, is your establishment, in some degree, not affected by advertising, education, employment, manufacturing, trading, or a production of some sort? If so, you are most assuredly interested in foreign trade.

The National Foreign Trade Convention will consist of four general sessions, and eight group sessions. Some idea may be had of the subjects to be dealt with by noting the topics for the various sessions.

The first general session will be devoted to the topic "America's Need for Foreign Trade." The second general session will deal largely with agricultural productivity and the stabilizing effect of foreign trade on American industry. The third general session will be devoted to American Merchant Marine, and the fourth will comprise a general report and resume of the group sessions.

Of the group sessions, the subject of the first will be Commercial Education for Foreign Trade. Group 2, Foreign Trade Merchandising; Group 3, Financing Foreign Trade; Group 4, Advertising for Foreign Trade; Group 5, Foreign Credits and Credit Information; Group 6, Direct Selling and Representation; Group 7, Export Combination and Group 8, Ocean Service.

During each session some of the most prominent chiefs of industry in this country will give their views on various phases of the topics assigned.

Lack of space only, forbids us from publishing herein, the entire program thereby transmitting to you, the exact subjects to be dwelled upon by the various speakers, but let it suffice to say that such subjects as the address by D. E. Delgado, Expert Manager of the Eastman Kodak Company, on the subject of Export Technique, which will consist of an analysis of an exporting house, showing what employees should know. This will certainly be a discourse which will be of extreme value to your progressive competitor. Knowledge gained in this way produces efficiency, and efficiency produces success. Why then should you not avail yourself of the wonderful opportunity offered to absorb the knowledge to be gained by attendance or representation at the National Foreign Trade Convention.

Many copies of the entire program are on hand in the office of the Foreign Trade Department and may be obtained upon application thereto.

Go to the Convention and take the program with you.

National Chamber Meeting Follows Foreign Trade Convention

Paul U. Clagstone, representing the Western Division of the Chamber of Commerce of the United States in commenting upon the work of that organization and the approaching annual meeting in St. Louis, stated:

"The seventh annual meeting of the Chamber of Commerce of the United States at St. Louis on April 29th, 30th and May 1st will be the most important business gathering ever held in this country, in view of the questions to be considered and the number and representative character of the delegates. Our great Conference of War Service Committees at Atlantic City in December established a record, but at St. Louis we have called together not only the rank and file of business as represented by delegates named by our thousands of members but the War Service Committees as well."

"Such important questions as the return of railways to private ownership, co-ordination of railway and water transportation, sound industrial relations between labor, management and capital, industrial and agricultural mobilization for increased production and foreign trade expansion, protest against Government ownership and increased rates of telephone systems, payment of interest on delayed payments on Government contracts, return of the Federal Trade Commission to its earlier attitude of affording guidance rather than punishment for business enterprise, and above all, the whole future of our merchant marine, will be thoroughly discussed and final action taken, either by resolutions or referenda sent out to the whole country."

"The National organization has at last reached the goal for which it has been striving ever since its inception, namely, to secure a position of such influence that business might secure a fair hearing in national matters. The recent action of Mr. Hurley, Chairman of the Shipping Board, in asking the Chamber of Commerce of the United States to take the lead in working out a practicable plan for our future merchant marine is evidence that we have finally attained our ends. With such opportunities, I know that the business men of this country will rise to the occasion and gathering at St. Louis will contribute their best thoughts and energies to a right solution of the tremendous questions confronting the nation. All sections will be represented as never before at St. Louis. I have just returned from the Northwest and have been surprised by the size and representative character of the delegations going from Portland, Tacoma and Seattle, as well as Spokane and other interior points. I feel sure that San Francisco will prove no exception, in view of the fact that questions vitally affecting her future will be up for decision. I think, however, that some of the California business men may not realize how important it is for all Coast interests to get together on the special train leaving on the 20th for both the Foreign Trade Council's meeting in Chicago and our own meeting at St. Louis immediately following, so that all matters of particular interest to this section may be thoroughly discussed in advance."

The San Francisco Chamber of Commerce has arranged for a special train to leave on April 20th which will take the delegates to Chicago and will allow return by way of St. Louis without additional cost permitting the attendance at the two meetings for one fare."

Regular trains must be sold out completely but special consideration was granted to the San Francisco Chamber on account of the importance of the Foreign Trade meeting to commerce.

After Saturday May Be Too Late To Decide

If You Cannot Go Yourself Send a Substitute—But See That San Francisco Gets There Strong

San Francisco Chamber of Commerce Activities

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San Francisco

For What You Want to Know —— Call KEARNY 112

RAILROAD ADMINISTRATION ANNOUNCES EFFECTIVE DATE OF EXPORT RAIL RATES

The Traffic Bureau has received authoritative information that the export rates through Pacific Coast ports, as proposed by the United States Railroad Administration, will become effective April 21, 1919.

These rates, so recently announced, have met with bitter opposition on the part of local importers and exporters and the Foreign Trade Committee at its meeting today confirmed the plan to ask Mr. John S. Willis, Assistant Manager of the Traffic Bureau, to investigate each individual rate presented by the Railroad Administration, thus enabling the merchants to make return to the Rail Administration of the rate which, in their opinion, should be imposed. This report will be ready for the Foreign Trade Committee by Monday next and a strong protest and argument will be sent to Director of Traffic Edward Chambers.

Every facility of the San Francisco Chamber of Commerce will be given to the campaign for new rates. If necessary a strong delegation will go to Washington to present the formal arguments of the Pacific Coast for an equalization with the Atlantic trade. With the rates outlined by the Rail Administration, it is possible to base the rates which should exist and every effort will be brought to bear to get Pacific Coast rights.

Action Continues

As indicated recently, the Chamber of Commerce is continuing its efforts to secure proper readjustments in the import-export rail rates which are now in force. The following table shows the differentials, which are greatly in favor of New York and the Atlantic Coast on exports as against the Pacific Coast, and this compilation with other arguments and reasons will form a part of the Chamber's presentation to the Rail Administration. The Chamber intends to take a strong position in the entire matter and will only present claims based on a most thorough investigation.

Comparative statement showing rates in dollars and cents per ton of 2,000 pounds on articles in carloads from various points of manufacture to the Orient, through the ports of San Francisco and New York as compiled by the Traffic Bureau of the Chamber.

ARTICLES	RATES		
Agricultural Implements	Rail	Ocean	Through
From Cleveland, Ohio, via S. F.	$20.00	$12.00	$32.00
From Cleveland, Ohio, via N. Y.	6.40	17.70	24.10
Difference against S. F.			7.90
Automobiles (Freight)			
From Buffalo, N. Y., via S. F.	45.00	12.00	57.00
From Buffalo, N. Y., via N. Y.	10.40	17.70	28.10
Difference against S. F.			28.90
Automobiles (Passenger)			
From Buffalo, N. Y., via S. F.	45.00	12.00	57.00
From Buffalo, N. Y. via N. Y.	13.20	17.70	30.90
Difference against S. F.			26.10
Canned Goods			
From Baltimore, Md., via S. F.	20.00	12.00	32.00
From Baltimore, Md., via N. Y.	4.25	17.70	21.95
Difference against S. F.			10.05
Iron Articles			
From Pittsburgh, Pa., via S. F.	12.00	12.00	24.00
From Pittsburgh, Pa., via N. Y.	5.40	17.70	23.10
Difference against S. F.			.90
Machinery			
From Newburg, N. Y., via S. F.	20.00	12.00	32.00
From Newburg, N. Y., via N. Y.	2.40	17.70	20.10
Difference against S. F.			11.90
Oils, Lubricating			
From Rochester, N. Y., via S. F.	18.00	12.00	30.00
From Rochester, N. Y., via N. Y.	4.25	17.70	21.95
Difference against S. F.			8.05
Paper			
From York, Pa., via S. F.	18.00	12.00	30.00
From York, Pa., via N. Y.	4.50	17.70	22.20
Difference against S. F.			7.80
Railway Equipment			
From Pittsburgh, Pa., via S. F.	15.00	12.00	27.00
From Pittsburgh, Pa., via N. Y.	5.40	17.70	23.10
Difference against S. F.			3.90
Sewing Machines, K. D.			
From Cleveland, Ohio, via S. F.	22.00	12.00	34.00
From Cleveland, Ohio, via N. Y.	7.80	17.70	25.50
Difference against S. F.			8.50
Soap			
From Cincinnati, Ohio, via S. F.	20.00	12.00	32.00
From Cincinnati, Ohio, via N. Y.	7.80	17.70	25.50
Difference against S. F.			6.50
Soda Ash			
From Syracuse, N. Y., via S. F.	12.00	12.00	24.00
From Syracuse, N. Y., via N. Y.	4.00	17.70	21.70
Difference against S. F.			2.30
Starch			
From Argo, Ill., via S. F.	18.00	12.00	30.00
From Argo, Ill., via N. Y.	3.90	17.70	21.60
Difference against S. F.			8.40
Wax, Paraffine			
From Rochester, N. Y., via S. F.	18.00	12.00	30.00
From Rochester, N. Y., via N. Y.	4.25	17.70	21.95
Difference against S. F.			8.05

BUSINESS ANNOUNCEMENTS

Mailler Searles, Western Representative of the Brown Portable Conveying Machine Company, Mathews Gravity Carriers Company, Logemann Brothers Company, Economy Engineering Company, Cowan Truck Company, and the Durant Manufacturing Company, announces his removal from the Monadnock Building, to 126 New Montgomery Street. All lines represented by Mr. Searles are of the merchandise conveying variety.

The Aspromet Company announces the change of its name to H. H. Robertson Company, the office is in the Hobart Building.

CHARITIES ENDORSEMENT COMMITTEE

SOLICITATION FOR UNITED STATES MARINE CORPS

The Charities Endorsement Committee is in receipt of the following notice from Major General Barnett, Commander of the U. S. Marine Corps:

HEADQUARTERS U. S. MARINE CORPS
WASHINGTON

March 28, 1919.

MEMORANDUM: For all Advertising Agencies and Merchants' Associations.

The United States Marine Corps has not sanctioned the solicitation of advertising or subscriptions for any books, magazines, histories or newspapers, the proceeds of which are to go to wounded Marines and their families.

(Signed) George Barnett,
Major-General Commandant.

INFORMATION FOR YOU

The Charities Endorsement Committee is in receipt of a letter from a member, regarding the protection of members, by the Chamber, against fraudulent, unnecessary and ill-advised appeals.

The attention of the member was drawn to the matter of appeals, because of his connection with a certain investigation.

It was a tremendous surprise to the member when interviewed, to learn that the Charities Endorsement Committee had afforded the fullest protection and information to members of the Chamber for a considerable period.

The complaining member was presented with copies of the Activities of various dates, covering the question of appeals, which he acknowledged he had never read. This oversight, he remarked, had cost him a considerable sum of money, in fact, his dues for the period covered represented a very small percentage of the amount wrongly donated, and of which he was the loser.

The lessons to be learned by this brief recital of an actual occurrence are many:

1. Every department of the Chamber has a service of value to members, provided the service is demanded.
2. All departments are equipped to gather and disseminate information and establish policies for the guidance of the membership.
3. The weekly Activities is the medium through which members are kept informed of all Chamber of Commerce activities.
4. The Charities Endorsement Committee is directly responsible for saving to the membership, and in fact, the whole community, more actual money in a few months than is paid to the Chamber in a year for dues.
5. When in doubt regarding any solicitation, call up YOUR SERVICE which is the Charities Endorsemnt Committee, Kearny 112, and the matter will receive immediate attention.
6. READ THE ACTIVITIES.

MARINE DEPARTMENT

Steamer Edna which was seized by the British Government in 1916 and taken to Liverpool, was ordered returned to her former owners, Sudden & Christenson, by British Prize Court sitting in London on April 3rd.

Barkentine Echo left here last week for the Columbia River to load lumber for Sydney under charter of A. F. Thane & Company.

A complete register of vessels of the United States Shipping Board Fleet Corporation, can be found at the Marine Department.

Figures complied by this department, show that the following food products were shipped by steamers, from this port, for Government account during the first quarter of this year. Flour 394,353 barrels, 979,320 centals barley, 55,438 packages of rice, 162,852 centals beans.

With the sailing from San Francisco on April 12th of the Swedish Motorship Kronprinsessan Margareta, of the Johnson Line, for which W. R. Grace & Co. are agents, the Scandinavian service, which was interrupted by the war, will be resumed between Pacific Coast and ports of Norway, Sweden and Denmark.

The Pan-American S. S. Company will change the name of their well known Steamer Westerner, to San Mateo. The vessel is now on the Mexican Coast, and when leaving out on next voyage in May, will have been renamed.

The Schooner Falketind has been chartered to load barley at San Francisco for a Scandinavian port.

The Dutch Steamer Tjisalak brought a consignment of 1,000 bags of Java coffee from Soerabaia, among other cargo for this market.

The Pilot Boat America was sold last week by the San Francisco Bar Pilot Association to Olson & Company, and after a few minor improvements will be placed in the cod-fishing business in Northern waters. The America was built in 1888 at Benicia and has operated successfully in and out of this harbor ever since. The Pilot Association will shortly let a contract for a large motor pilot schooner, taking the place of the America.

The receipts of foreign merchandise received at this port for month of March were very heavy, as shown by following figures, compiled by the Marine Department, from manifests of inward cargoes, 120,395 bags coffee, 2,112 bags cocoa, 2,918 bales kapok, 2,077 cases cigars, 2,863 bundles of hides, 29,321 bales hemp, 64,331 bags and 7,341 tons copra, 72,045 barrels and 988 cases oil, 279,152 centals wheat, 96,598 cases rubber, 750 bales jute, 28,992 ingots tin, 111,702 bags rice, 7,400 boxes soap, 84,192 bags sugar, 8,895 cases tea, 1,549 sacks 11,000 cocoanuts, 112,544 packages Oriental merchandise, 6,922 packages silk, 28,706 bags beans, 5,469 bales gunnies, 1,696 packages spices, 9,640 packages shoyu, 10,400 bales wool, and large quantities of skins, pelts, tallow, etc.

Steamer Bee left here last week for Fort Bragg to load a cargo of railroad ties for Callao.

The new British Auxiliary Schooner Capt. Finisterre, recently completed at Vancouver, has been chartered by Comyn Mackall & Co. to load lumber at a Northern port for Queenstown, f. o. b., prompt loading at $45 per thousand. Other lumber fixtures announced last week were the Schooner Andy Mahony from Eureka to Australia, Barkentine Lahaina, Puget Sound to Australia, and British Motorship Malahat from Columbia River to Australia, all taken by J. J. Moore & Co.

FOREIGN TRADE OPPORTUNITIES

3094. Mazatlan (Sin., Mexico). Party desires to represent on the West Coast of Mexico, dealers in new and second-hand jute sacks, on commission basis.

3095. Paris (France). Party desires to represent local importers and exporters in France, North Africa, Italy, Spain and Russia. Prior to the war was director of large commercial house in Paris.

3096. Bordeaux (France). Party desires to secure agencies for canned goods and other food suitable for importation to England and France.

3097. Verona (Italy). Desirous of getting in touch with exporters of grains from this port.

3098. San Francisco (Cal.) Consulate of Denmark has an inquiry from a firm in Denmark who wishes to get in touch with exporters of petrified wood.

3099. San Francisco (Cal.) A firm in Denmark desires to communicate with a firm in this city who would act as their representative in exporting beet, cabbage and carrot seed, etc., from Denmark to California.

3100. Para (Brazil). Portuguese firm desires to get in touch with exporters in this city interested in doing business with the States of Para and Manaos.

3101. Mazatlan (Mexico). Brokerage company having established a branch for export of all products, have some lots of pearl shell used for buttons, and would like to connect with importers or manufacturers in this line.

3102. Mexico City (Mexico). Firm seeks a connection with local house that is importing goods from Japan. At present desires two qualities of silks. Samples may be seen at this office.

3103. Alexandria (Egypt). Firm desires to get in touch with exporters of preserved fruit in tins, dried fruits, wines and preserved foodstuffs in general. Desires to make arrangements for a sole agency for Egypt and the Soudan.

3104. Milan (Italy). Party desires to represent in Italy, manufacturers of motor cars, trucks, farm tractors and agricultural machinery, fertilizers, lubricating oils and greases, and other lines of similar nature.

3105. Yokohama (Japan). Manufacturer of glass beads and exporter of silk and cotton piece goods, silk and cotton goods, celluloid toys, brushes, porcelain ware, etc., desires to get in touch with local importers.

BUILD NOW

In the issue of the Activities under date of March 27th, there appeared an article from this office under the caption Forward March!

The incentive for that article came from unofficial sources but the arguments presented seemed so logical that there was but little room for opposite view. Since that date, there has been received from the United States Department of Labor, Information and Education Service Division of Public Works and Construction Development, Washington, D. C., material for publicity for an "Own Your Own Home" campaign promulgated by the United States Department of Labor as a logical and sound way of stimulating business and absorbing labor.

This campaign was commended to the Governors and Mayors in their recent Washington Conference by Mr. Ernest P. Trigg, President of the National Federation of Construction Industry. Mr. Trigg said this activity carried on by the Division of Public Works and Construction Development for the United States Department of Labor was a constructive practical and desirable activity and urged the Governors and Mayors to get behind these campaigns in their communities.

It is obvious that should such a campaign result in the activity which it is designed to stimulate, the problem of the unemployment of the returned soldier would largely be solved. The production of building materials comprising hardware, lumber, heating and ventilating appliances and similar equipment which goes to compose a home, would mean tremendous increases in industrial activity throughout the country.

Not only does the "Build Your Own Home" apply to the dwelling place of an individual, but it should apply equally as well to the dwelling place of industry.

In a letter to the Portland Cement Association of Chicago, Illinois, Mr. S. W. Straus, of the firm of that name engaged in the transactions revolving around investment bonds says in part as follows: "Our advice to the individual or corporation considering building is to proceed with construction at once regardless of present prices provided the investment will pay the return likely expected. The losses occasioned by tying up capital through a waiting policy will be larger than any possible gain that might result from delay. The builder today will also have the great advantage of better, quicker service and very probably lower labor rates than he will enjoy when the inevitable rush begins. As a result of his foresight, he will profit by his preparedness for the opportunities of peace"

It is regrettable that Mr. Straus' letter cannot be published here in full, but it comprises the most convincing argument that building operation of all kinds throughout the country should proceed at once. Mr. Straus strongly advises against

(Continued on page 139, col. 2)

BUREAU OF AIRCRAFT PRODUCTION OPENS DISPOSAL OFFICE IN SAN FRANCISCO

The Bureau of Aircraft Production, through its Materials Disposal Section, has opened an office at 504 Postal Telegraph Building for the disposal of such surplus material now in the possession of the Bureau or which it may hereafter take over in the settlement of contracts.

It will probably have for disposal machine tools and fixtures, electrical machinery, dies and tools, chemicals, paints and oils, metals, motor accessories, hardware, fabric and scrap.

The method by which this surplus material of the Bureau of Aircraft Production is being disposed of prevents any disruption of the market and affords as full and complete protection of the nation's industries as possible.

The district, the headquarters of which is located in San Francisco, comprises the States of California, Oregon, Washington, Idaho, Utah, Nevada and Arizona, and any information relative to the disposal of material in this territory may be procured from the San Francisco office. The sale of this material is in charge of Lieut. Henry P. Adams.

REPRESENTATION IN SWITZERLAND

H. Schaefle, of 18 Nord St., Schaffhausen, Switzerland, is the author of correspondence which is held in this office, expressing his desire to obtain a position as representative for some large American corporation in his country.

According to the correspondence, the author is 41 years of age, and thoroughly familiar with the principal industries in Switzerland has had several years experience in engineering work in this country and supplies references to both American and Swiss firms. His inclinations are toward lines of electrical, mechanical and metallurgical industries, chemical goods would also be considered.

OPPORTUNITY IN AUSTRALIA

The Foreign Trade Department is in receipt of a letter from the New York office of a large Australian Company who are anxious to get in touch with exporters of American products. The managing director will return to Australia in a couple of weeks. The Department has a booklet on file which may be seen on application.

DIRECT SAILINGS TO BELGIUM AND ISOLATED EUROPEAN PORTS

The Foreign Trade Department of the San Francisco Chamber of Commerce is advised by the Maritime Navigation Company they will have an eighty-five ton sailing vessel sail from New York April 5th direct for Antwerp and that this sailing will be followed by others to Antwerp and other isolated European ports. The attention of members interested is called to this announcement.

SAN FRANCISCO DISTRICT FREIGHT TRAFFIC COMMITTEE—DOCKETS

Docket 1241—(Hearing 10:15 A. M., April 23rd)—Use of Union Stockyards at San Francisco for live stock handled by San Francisco Terminal Lines that do not serve the Union Stockyards. Proposal to assess charge of $2.50 per car for above service.

Docket 1242—(Hearing 10:30 A. M., April 23rd)—Pumice rock, carloads. Proposal to reduce rates from Bartle, Cal., to San Francisco bay points and intermediate points.

Docket 1243—(Hearing 10:45 A. M., April 23rd)—Pipe and fittings, iron or steel, carloads. Proposal to cancel commodity rate, San Francisco to Auburn, Cal.

Docket 1253—(Hearing 10:15 A. M., April 24th)—Fillers, egg case, K. D., boxed or in bundles or in wooden egg cases, carloads. Proposal to cancel commodity rates, San Francisco to Petaluma and Santa Rosa.

Docket 1257—(Hearing 2:45 P. M., April 24th)—Plaster, crude gypsum or land plaster, carloads. Proposal to cancel all commodity rates on plaster, crude gypsum and land plaster from Reno to points enumerated in S. P. R. R. Tariff 372-C, I. C. C. 3756, also to cancel the rate on empty plaster sacks returning to Reno, Nev.

Docket 1266—(Hearing 11:15 A. M., April 29th)—Tanning material, carloads, and leather, less carloads. Proposal to reduce rates from Eastern Defined Territory to California points. Leather, as described in Items 675-B and 680-B, T. C. F. B. Tariff 3-M. Proposal to reduce rates from California points to Eastern Defined Territory.

Docket 1267—(Hearing 11:30 A. M., April 29th)—Bones, carloads. Proposal to reduce minimum weight to 30,000 lbs. from Eastern points, Groups F to J inclusive, to California points.

Docket 1268—(Hearing 2:15 P. M., April 29th)—Sugar, carloads. Proposal to increase minimum weight to 60,000 lbs., from Spreckels and Salinas to San Francisco and Oakland.

Docket 1269—(Hearing 2:30 P. M., April 29th)—Rape seed, straight carload, or in mixed carload with poultry food. Proposal to reduce rate on rape seed, straight carload, and to eliminate from Item 480-C, T. C. F. B. No. 3-M, "Rape seed in mixed carloads, but not to exceed 20% of the weight of the entire shipment."—from California points to points D to J inclusive, Eastern Defined Territory.

Docket 1270—(Hearing 3:00 P. M., April 29th)—Roofing material, carloads. Proposal to reduce rate, San Francisco to El Paso, Texas, and intermediate points, from 87½ cents to 60 cents per 100 lbs.

Docket 1272—(Hearing 3:45 P. M., April 29th)—Volcanic ash, in packages or in bulk, carload. Proposal to reduce rates from California points to Eastern Defined Territory.

Docket 1273—(Hearing 10:00 A. M., April 30th)—Junction boxes, iron or steel, with or without interior fittings, carloads. Proposal to reduce rates from Eastern Defined Territory to Pacific Coast points.

Docket 1274—(Hearing 10:15 A. M., April 30th)—Lime refuse, carloads. Proposal to reduce rate, Felton, Cal. to San Francisco, Cal., from 7½ cents to 6 cents per 100 lbs.

Docket 1281—(Hearing 2:45 P. M., April 30th)—Seats, fibre chair, less carloads. Proposal to reduce rates from Eastern Defined Territory to California points.

Docket 1286—(Hearing 10:15 A. M., May 1st)—Tomato pulp, tomato paste and tomato sauce, from California terminals and intermediate points to Eastern points. Proposal to amend Items 260-G and 265-E of Transcontinental Tariff 3-M, and Item 130-B, Tariff 7-H, by adding thereto tomato paste, tomato pulp and tomato sauce, not including table sauces.

Docket 1290—(Hearing 11:30 A. M., May 1st)—Lead, bar, pig; pipe. Proposal to cancel commodity rates from San Francisco and bay cities to Los Angeles.

Docket 1291—(Hearing 2:15 P. M., May 1st)—Brick, fire and fire clay, straight or mixed carloads. Proposal to reduce rate, Ogden, Salt Lake City, etc., to San Francisco, Oakland, etc., from 48 cents to 40½ cents per 100 lbs.

Docket 1295—(Hearing 4:00 P. M., May 1st)—Rails, rail fastenings and switch material, iron or steel, carloads; cars and locomotives, narrow gauge, secondhand, loaded on broad gauge cars, carload. Proposal to cancel commodity rates from Colusa and Colusa Junction to Marysville and San Francisco.

Docket 1296—(Hearing 10 A. M., May 6th)—Phosphate of ammonia, oxalic acid and epsom salts, carloads, (for export). proposal to reduce rate, Chicago to Pacific Coast ports, from 206½ cents per 100 lbs. to 69 cents per 100 lbs., minimum 60,000 lbs.

Docket 1297—(Hearing 10:15 A. M., May 6th)—Fruit and vegetables, fresh, switching, less than carload. Proposal to amend S. P. Tariff 230-G, Santa Fe 8117-G, W. P. 35-H and N. W. P. 4-D, so that shipper must forward 5,000 lbs. to receive benefit of switching provisions.

Docket 1301—(Hearing 11:15 A. M., May 6th)—Garbage, in air-tight metal cans, carloads. Proposal to cancel commodity rate from San Francisco to San Jose, Cal.

Docket 1304—(Hearing 2:30 P. M., May 6th)—Trays, exclusive of desk, office and counter trays, in bundles, carloads and less, from Eastern points to Pacific Coast points. Proposal to amend the present commodity description on trays, wooden or fibre board, carloads and less, restricting same from applying on desk, office and counter trays.

STATEMENT OF PORT CHARGE SITUATION

Various rumors are afloat to the effect that Eastern shippers and receivers of export and import freight to and from the Orient are disturbed over the 15 cents per ton wharfage charge which the Board of State Harbor Commissioners propose to assess against the cargo or freight exported or imported through San Francisco ships to be relieved of wharfage charges. The threat is that they will be compelled to route their freight via Puget Sound.

Shippers making such statements are probably unaware that instead of 15 *cents per ton against the cargo as at San Francisco, the charge at Seattle is to be* 30 *cents per ton, the rule adopted there being as follows:*

A charge of thirty (30) cents per ton on outgoing cargo on weight basis, and of twenty-five (25) cents per ton on incoming cargo on basis of weight or measurement, according to ship's manifest, to be made by dock as wharfage on all cargo passing over same. This charge shall constitute a terminal charge, which, in the case of outgoing cargo shall appear in the bill of lading of the rail carrier and be by it collected and paid to the dock, and in the case of incoming cargo shall appear in the bill of lading of water carrier and be by it collected and paid to the dock.

Thus it will be seen that ships may enjoy free wharfage at San Francisco as well as at Seattle, while the freight must pay 30 cents per ton over and above the rail and the ocean rate at Seattle, and only 15 cents per ton over and above rail and the ocean rate at San Francisco.

COFFEE ARRIVALS

The Green Coffee Association of the San Francisco Chamber of Commerce reports the following arrival during the past week, with coffee consigned to members:

April 5, 1919, S. S. Nehalem, 2,611 bags of coffee.

(Coninued from page 138)

a postponement of operations as such deferment will in the estimation of his firm result in the loss of opportunities which would many times offset any possible gain which might result from waiting and they are willing to lend their aid in financing even under existing conditions.

BUSINESS WANTS

REPRESENTATION—Imex Corporation, 25 Beaver Street, New York City, desires to secure accounts to sell canned salmon and fruits in that market.

Beckham Sales Co., 232 Randolph Building, Memphis, Tenn., wishes to secure an account to sell California dried fruits in that market.

Clarkson A. Collins, Jr., 120 Broadway, New York City, desires to secure an account to sell California honey in that market.

The Emani Company of 818 Market Street, this city, a newly organized brokerage concern desires to secure account with manufacturers, distributors and jobbers of food products.

MEXICAN LANDS AND MINES—Miguel M. Blasquez, Saltillo, Coah., Mexico, desires to communicate with parties interested in Mexican mines and lands.

OFFICE SUPPLIES—F. D. Gibbs, c/o Federal Reserve Bank, El Paso, Texas, is in the market for office equipment, stationery, etc.

LAPIDARIANS—John J. Grueing, Box 480, Miles City, Mont., wishes to get in touch with San Francisco firms equipped to cut moss agate for jewelry.

FORD LOCK—O. E. Staack, Irondale, Wash., is in the market to dispose of a patented lock for Ford cars.

VEGETABLES—M. Quilici & Sons, Dayton, Nevada, are in the market for fresh vegetables, wholesale.

WINE, VINEGAR AND BEES—D. G. Wilson, c/o Chamber of Commerce, Atlanta, Ga., desires to communicate with raisers of Australian wine, vinegar and bees.

ALFALFA MEAL—Cereal By-products Co., Pierce Building, St. Louis, Mo., desires to get in touch with alfalfa meal mills in this State.

AUTO ACCESSORIES—Flower Mfg. Co., 1926½ Mariposa Street, Fresno, Cal., would like to make arrangements for an agent to handle an automobile accessory in this city.

Gemco Mfg. Co., Milwaukee, Wis., desires to secure an agent to sell the Gemco automobile accessory products in San Francisco.

VEGETABLE OILS—J. J. O'Connor Co., 17th and Erie Streets, Jersey City, N. J., wishes to make arrangements with San Francisco firms to handle shipments of cocoanut, peanut, rape and soya bean oil in the Eastern market.

BOOKS—J. C. Lazenby, Lind, Wash., desires to get in touch with dealers in second-hand books in this city.

WHEAT STARCH AND PERFUME—Lane Travel Service Bureau, 822 W. 6th Street, Los Angeles, Cal., is in the market for wheat starch, bath powder and perfume oil.

OLD NEWSPAPERS—S. L. Jones & Co., 140 California Street, San Francisco, are in the market for 400 tons of unread newspapers.

PORTABLE HOUSES—Morrison & Housman, 605 Van Nuys Building, Los Angeles, Cal., are in the market for portable houses.

GOVERNMENT BIDS

Bids will be opened at the Zone General Supply Depot at Fort Mason on April 14th for bar steel. Details and specifications are on file in the Exchange Hall of the Chamber of Commerce.

Bids will be opened by the Zone Supply Officer at Fort Mason on April 15th for subsistence supplies including groceries, canned and dried fruits, cigars, soap, laundry supplies, fresh fruits and vegetables. Details and specifications are on file in the Exchange Hall of the Chamber of Commerce.

Bids will be opened by the Zone General Supply Officer at Fort Mason on April 18th for fresh beef. Details and specifications are on file in the Exchange Hall of the Chamber of Commerce.

Bids will be opened at the office of the U. S. Engineer, 405 Custom House, on May 5th for construction and delivery of stern-wheel snagboat "Bear." Details and specifications are on file in the Exchange Hall of the Chamber of Commerce.

PLACEMENT BUREAU

DISCHARGED SOLDIERS AND SAILORS

87. Discharged from the service U. S. Army. Wish a position as general clerk in an office. Have had eight and one-half years general work in bank.

88. Discharged Officer U. S. Army, speaks Italian, French, former student Stanford University, wishes position with responsible firm as assistant manager, will give best of references, single living with parents.

89. U. S. Marine, recently discharged, wants position with opportunity for advancement. Six years as office clerk, bookkeeper, cashier, and salesman. Excellent references.

90. Young man recently discharged from Navy as Chief Yeoman, desires position as stenographer or bookkeeper.

91. Purchasing agent discharged from Naval Service, desires advantageous position with industrial concern. Possesses executive ability and initiative and has had eight years local experience in purchasing miscellaneous commodities. Best of credentials.

92. Young man, 25 years old, desires position with import and export house. Two years experience with importing and exporting firm prior to entering Service. Can do some typing.

93. Insurance claim adjuster, private secretary, stenographer and clerk age 29, married, now temporarily employed by import and export house. Good correspondent, will consider anything with a good future.

GENERAL APPLICATIONS

1359. Executive sales manager, purchasing agent, 15 years experience. Progressive, fully capable of directing large force. A-1 references.

1360. Young man desires foothold in importing and exporting firm. Has eleven years experience office manager large merchandise house. Anxious to begin at bottom and develop with business.

1361. Gentleman of 39 desires connection with import and export firm. Seventeen years experience in the Orient, principally in the Philippine Islands. Is college graduate, good correspondent, has knowledge of Spanish language and is familar with office work. Is ready to accept position here or abroad.

1362. Wanted position as salesman. Seven years experience in paint and oil business. Good all around office man and experienced in credits.

1363. Would take position in country or foreign country as timekeeper, warehouseman, material checker, so as to get started.

1364. Bookkeeper and all around office man. Married, 38 years of age. City or country.

1365. Mechanical engineer, university graduate. Ten years practical experience in constructing machinery and tools, desires executive position. Best references.

1366. First-class office man any position. Highest references and fully capable.

1367. Construction expert who has partially lost the use of his legs, desires a desk position with a construction firm in an executive capacity.

1368. Executive position desired, as vocational engineer or employment manager, by engineer of good personal appearance and habits, first-class general and technical education, and wide experience in designing, construction and operation of plants; throughout a large number of states of the Union, and embracing civil, mechanical, electrical and mining engineering. Satisfaction guaranteed.

1369. Experience in civic promotion work. Have knowledge of salesmanship, typewriting and bookkeeping.

1370. Salesman with four years experience in the Orient with the Consular Service; a knowledge of Manchu, Japanese and Russian languages, and familiar with electricity, desires position.

1371. Have had eight years executive experience. Credit man, office manager, accountant. City position preferred.

SPECIAL NOTICE

Wanted by San Francisco firm of high-standing, a first-class business manager with sufficient capital to interest himself financially.

SAN FRANCISCO
CHAMBER *of* COMMERCE ACTIVITIES

Volume 6 | The Commercial, Financial, Industrial and Governmental Metropolis of the Pacific Coast | Number 16

Every Thursday —— April 17, 1919

Dr. Suzzallo Will Speak

THROUGH THE EFFORTS OF THE SAN FRANCISCO CHAMBER OF COMMERCE, DR. SUZZALLO, WHO IS MENTIONED AMONG THE BEST CITIZENS OF THE STATE OF WASHINGTON, IS PRESIDENT OF THE WASHINGTON UNIVERSITY, AND WAS CHAIRMAN OF THE WASHINGTON STATE COUNCIL OF DEFENSE, WILL ADDRESS JOINTLY THE MEMBERS OF THE COMMONWEALTH CLUB AND THE CHAMBER OF COMMERCE AT THE WEEKLY LUNCHEON OF THE FORMER ORGANIZATION.

At the Palace Hotel

Saturday Noontime at 12:30 p. m. April 19th

on the subject

"A National Policy of Americanization"

DR. SUZZALLO IS SAID TO BE ONE OF THE ABLEST SPEAKERS IN THE UNITED STATES ON SUBJECTS OF NATIONAL IMPORTANCE.

THE PRICE OF THE LUNCHEON IS SEVENTY-FIVE CENTS. PAY AT THE DOOR.

ALL MEMBERS OF THE CHAMBER INTENDING TO ATTEND ARE REQUESTED TO PHONE THEIR INTENTION TO THIS OFFICE. THERE ARE NO RESERVED SEATS BUT IT IS DESIRED TO PROVIDE SUFFICIENT PLACES FOR THOSE PRESENT.

DELEGATION TO PROTEST COAST EXPORT RATES

Chamber of Commerce Committee Will Take Complaint Directly to Traffic Director

COAST BUSINESS IMPERILED

Northern Cities Asked to Join—Situation May Be Taken Up in Congress if Relief is Not Afforded

After a careful analysis of the export rates recently announced by the Railroad Administration which disclosed differentials against this city so serious as to imperil the entire business of importing and exporting through this coast, it has been decided by the Chamber of Commerce to send a representative delegation of San Franciscans to Washington to confer with Edward Chambers, director of traffic of the Railroad Administration on April 28th. Chambers has been advised of this intention and today wired the Chamber of Commerce of his willingness to receive such a delegation on or about that date.

Telegrams were sent last night to the Chambers of Commerce of Seattle, Portland and Tacoma, advising them of the intention of San Francisco to send such a delegation and urging the northern cities to send similar delegations, consisting of only the strongest men, to be in Washington at the same time.

After stating that the entire business of the Pacific Coast is imperiled by the present schedule of import and export rates, the telegram of George C. Boardman, Vice-President of the Chamber of Commerce to Chambers continued:

"A delegation representing the San Francisco Chamber of Commerce and other Pacific Coast communities will wait on you in Washington on April 28th to present the entire subject including the need for rates on commodities not mentioned in announced schedule and also import rates."

Seth Mann, manager of the traffic department of the Chamber of Commerce, who is now in Chicago serving with the Western Freight Traffic Committee of the Railroad Administration, was advised of the action of the local commerce body and requested to be in Washington to lend his counsel and advice at the time the delegation is there.

The decision of the Chamber of Commerce to send a delegation to Washington at this time is in no way a reversal of policy, Boardman said this morning. The attitude of the Chamber in the past has been to await the announcement of the rates with the reservation that if they were not satisfactory to this section of the country representations for modifications would be made. It is now found that the rates are not satisfactory, Boardman says, and the effort to secure a modification is about to be made.

The delegation which will go to Washington will represent the community as a whole. A conscientious effort will be made to avoid the possibility outstanding self-interest on the part of individual members of the party.

The whole question of import and export rates is to be thrashed out, with the possibility that if satisfactory results are not secured from the Railroad Administration the matter may be given purely political tinge by being introduced on the floor of the House and Senate by California's representatives.

MACHINE TOOLS AVAILABLE

The Bureau of Aircraft Production has for sale a variety of high grade machine tools consisting of drills, lathes, shapers, straightening machines, sawing machines, automatic screw machines, turret screw machines, screw slotter machines and milling machines.

The Material Disposal Section of the Bureau of Aircraft Production with offices in the Postal Telegraph Building is now calling for bids for disposal of its surplus equipment.

Detail descriptions of the above machines may be obtained on the floor of the Exchange of the Chamber of Commerce.

THE CABLE SITUATION ON THE PACIFIC

The Foreign Trade Department of the San Francisco Chamber of Commerce has had up with Cable Censor in Washington and with the Postmaster General through the Hon. Julius Kahn the question of delays, mutilations and codes with respect to cables to and from the Far East. The Cable Censor has modified the restrictions to the extent of removing regulations prohibiting private codes to certain territory. He claims the British Censor prevents the total elimination of restrictions. It is claimed the cables to Manila are in bad order and it may take a week to have them repaired. Daily bulletins will be posted on the floor of the Merchants Exchange showing how the conditions are from day to day. From the Postmaster General the department has received the following telegram which may be taken for what it is worth, the department will simply await results before expressing an opinion:

Washington, April 12, 1919

Foreign Trade Department
San Francisco Chamber of Commerce

Referring your telegram to Hon. Julius Kahn of 9th congestion cable service has been due largely to limitation on use of codes which would shorten messages and relieve to a large extent congestion. Chief Naval Censor announces censorship restrictions to Japan and China except Hongkong lifted effective yesterday (eleventh). This Department has repeatedly urged removal of restrictions ever since armistice was signed. The delays on Far East cable messages have also been aggravated by breakdown of the Northern Overland Route in Russia and recent failure of Commercial Pacific cable near Midway. Tracers further increase load on cables and aggravate situation. Commercial Company just completed installation modern automatic relay at Honolulu and Midway which should reduce congestion.

A. S. Burleson,
Postmaster General

Also the following from Hon. Julius Kahn:

Referring to telegram of April 9th, Postmaster General has sent telegram regarding cable situation and doubtlessly report sent by mail has reached you. Department feels satisfaction in your interest in matter and claim doing everything possible to straighten out difficulties.

The mail report referred to has never been received. In view of the above statements it appears the only thing to do is to wait and see if conditions improve, if not, then to go at it again.

CLOSING REMARKS ON THE VICTORY LIBERTY LOAN

"We are asked to pay for things that were never used; we are asked to pay for shells that never were fired; for cannon that never reached the battlefront, but we are asked to pay for those things that helped in a major way to bring this war to an end in 1918 instead of 1919. And the bringing of this war to an end twelve months before we could logically look for it means that we are asked to pay for saving the lives of 100,000 or 200,000 American boys who would have died on foreign soil had the war continued another year."

—Extract from a speech by Hon. Lewis B. Franklin, Director War Loan Organization, U. S. Treasury Dept.

REPRESENTATION IN CHILE

Amerigo Valenzano, Valparaiso, Chile, wishes to make contact with firms desiring to market cotton goods, white sheeting, white shirtings, linoleums, small wares, chemicals, jewelry, or any American articles in that country.

LOGIC

The man who takes no part in affairs of civic and business advancement is stealing a ride on the chariot of progress—his standing as a citizen fails to measure up with those who achieve for the community. —The Denver Commercial.

CHARITIES ENDORSEMENT COMMITTEE

ENDORSEMENTS GRANTED

The Charities Endorsement Committee has granted endorsement to the following organizations:

SAN FRANCISCO PROTESTANT ORPHAN ASYLUM

INDUSTRIAL DEPARTMENT OF THE SALVATION ARMY

Members holding a list of the organizations endorsed by the San Francisco Chamber of Commerce are requested to add the above names to the list.

The San Francisco Protestant Orphan Asylum Society was organized in 1851 in San Francisco.

The object of the society is to take under its care, destitute and friendless orphan and half orphan children and to care for children who are partially supported by the remaining parent or guardian.

The Industrial Department of the Salvation Army was organized in 1904 in San Francisco.

The object of the department is the care and relief of homeless men.

SOLICITATIONS

WHEN IN DOUBT CALL THE CHARITIES ENDORSEMENT COMMITTEE

KEARNY 112

COMMUNITY PLACEMENT BUREAU

For Discharged Service Men

470-472 Flood Building

Telephones: Kearny 2800—Douglas 500

This Bureau was organized by the American Red Cross, War Camp Community Service, U. S. Employment Service, Young Men's Christian Association, Jewish Welfare Board, Knights of Columbus, Salvation Army, Chamber of Commerce and State Employment Bureaus, especially for the purpose of finding work for discharged soldiers, sailors and marines.

There is no charge whatever for the service either to employer or employee.

Help to put our boys back to work—Notify the Bureau when you need help.

DO YOU WANT A REPRESENTATIVE IN SIBERIA AND RUSSIA?

The firm of Joseph W. Prather & Co., Importers and Exporters of San Francisco, is sending a foreign representative who has had 6 years experience in the import and export business in the Orient to Siberia in May to open branch offices there.

This firm is desirous of representing local manufacturing and business concerns in that country on a commission basis.

Firms desiring such representation communicate with Eugene S. Selvage, 501 Alaska Commercial Building, San Francisco.

REPRESENTATIONS

The J. J. Kavanaugh Company, 221 Kearns Building, Salt Lake City, is desirous of securing representation in their territory of accounts in California handling dried fruits, nuts, canned goods, etc.

MARINE DEPARTMENT

Grace Liner Santa Alicia steamed from this port last week bound to Central American ports where 2,400 tons of coffee will be taken aboard for direct shipment to Havre.

Chief Engineer C. C. McMillan has been ordered to proceed direct to New York to take charge of the machinery of the 22,000 ton U. S. Steamer America, Mr. McMillan was formerly Chief Engineer of the U. S. Steamer Birmingham.

Among some of the principal cargo brought into this port last week by the Steamer Stanley Dollar were: 9,300 bales hemp, 351 cases cigars, 4,680 bags rice, 473 bales leaf tobacco and large shipments of skins, cotton, pelts, tea and pongees.

Steamer Forster left this port last week for the Atlantic Range with a full cargo of rice shipped by the United States Government.

Steamer Alvarado left Hongkong on the 5th inst. with a direct shipment of 2,200 long tons of rice aboard for Havana, stops to be made at Nagasaki and Honolulu.

The Matson Navigation Steamer Hyades, which arrived here on the 9th from Calcutta and way ports, brought a miscellaneous cargo for the Pacific Mail S. S. Co. Following are some of the commodities: sugar 8,962 bags, hemp 4,147 bales, cinnamon 210 bales, gunnies 663 bales, rubber 1,485 cases, tea 100 cases and other items.

Schooner Falketind has been chartered by the U. S. Trading Corp. to take barley from this port to Copenhagen at $45 per ton.

Balfour, Guthrie & Company have notified this department that the Harrison Direct Line Steamer Crown of Galicia loads at London, Liverpool and Glasgow early in May for San Francisco, San Pedro, Seattle, etc.

Pacific Mail Steamship Company's Steamer Peru which left here this week with passengers and freight for Central American ports, after discharging same, will load about 40,000 bags of coffee at the above ports, proceeding direct to Havre.

The new steel steamer Diablo, undergoing finishing touches at the Bay Point yard of Pacific Coast Shipbuilding Co., has been assigned to the Pacific Mail S. S. Co. by the U. S. Shipping Board. The vessel will be put on the East Indian run, touching at Manila, Saigon, Singapore, Colombia and Calcutta.

Swayne & Hoyt will place the Steamer Eldorado on the berth at San Francisco for Havana and Cienfuegos, Cuba, middle of June.

Gulf Mail Steamship Company's Schooner J. W. Wells is loaded and ready to sail from Melbourne for this port with 12,000 bales wool aboard which is consigned to the United States Government.

Steamer Nehalem has been chartered to load railroad ties at Eureka by Balfour, Guthrie & Company for Callao.

Ship Chillicothe, arriving from Manila last week, brought the following cargo, consigned to Struthers & Dixon: 4,500 bales hemp, 3,500 bags copra and 2,000 tons sugar.

Attention Government Contractors

In the "Activities" under date of March 27th, there was published a supplement dealing with validation of informal agreements and orders made by the War Department.

THE CHAMBER OF COMMERCE IS NOW IN RECEIPT OF

Notification

THAT ALL CLAIMS, UNDER THE ACT TO PROVIDE RELIEF IN CASES OF CONTRACTS CONNECTED WITH THE PROSECUTION OF THE WAR. MUST BE FILED BEFORE JUNE 30, 1919.

San Francisco Chamber of Commerce Activities

Entered as second-class matter January 7, 1915, at the Post Office at San Francisco, California, under the act of March 3, 1879. Subscription Price, Fifty Cents per year.

Published weekly by the

San Francisco Chamber of Commerce

Merchants Exchange Building
465 California Street
San Francisco

For What You Want to Know —— Call KEARNY 112

CHAMBER OF COMMERCE URGES FOREIGN TRADE DELEGATES TO MAKE HOTEL RESERVATIONS

Advices from Chicago indicate that hotel reservations are being made rapidly by prospective delegates to the SIXTH NATIONAL FOREIGN TRADE CONVENTION. As a matter of fact, the Chamber is reliably informed that every hotel on Michigan Avenue is filled up and it is urgently suggested that those who intend going to Chicago for the Convention, wire at once to H. H. Merrick, Chairman Hotel Committee, 10 So. La Salle St., Chicago, who will make the desired reservations in available hotels.

The Chamber is advised by the Railroad Administration that the equipment for the special train has been assigned and the Foreign Trade Department is booking reservations rapidly. Inasmuch as under present regulations it is necessary to use upper berths on every train, the Chamber is congratulating itself on the fact that this rule has been somewhat relaxed, it being necessary to use only half of the upper berths in each car. Practically every upper compartment and drawing room has been assigned and late comers will have to be content with the remaining upper berths.

SUNDAY LAST DAY FOR DEPARTURE
PRESIDENT KOSTER'S WIRE URGES LARGE DELEGATION TO FOREIGN TRADE CONVENTION

The following wire just received from President Koster, emphasizes again the necessity of San Francisco having a large delegation at the SIXTH NATIONAL FOREIGN TRADE CONVENTION at Chicago April 24th, 25th and 26th:

"San Francisco Chamber of Commerce,
San Francisco, Cal.

The paramount question before the whole Pacific Coast today is that of foreign trade. The development of our commerce over the Pacific and our country's relation with the peoples of the Orient problems which we most directly and immediately face and the solution of which for our nation must in large measure depend upon us of the Pacific Coast because they are immediate and concrete problems for us upon which our whole future depends, and I therefore urge again upon our committee the greatest effort to bring to the Chicago Foreign Trade Convention the strongest and most representative delegation ever sent not only from California but the Pacific Coast."

Frederick J. Koster, President.

"MADE IN CALIFORNIA WEEK" GAINING MOMENTUM

The "Made in California Week" is being accepted by the various communities in a most patriotic manner. Many Chambers of Commerce have offered cooperation and are organizing with a full determination to make the occasion worthy of its name.

The newspapers have devoted free, hundreds of column inches to the "Made in California Week" and their efforts are of great value to the movement.

Committeemen in every community are serving gratuitously and their only possible reward will be the results obtained for the State as a whole.

It has been suggested to the California industries, that they help the occasion by advertising in the local newspapers throughout the State, calling the attention of the people of the State to the "Made in California Week."

DO YOU READ THE ACTIVITIES REGULARLY?

One of our members in writing to the office says: "I am taking the opportunity to inform you that I have already obtained very nice connections through your "Foreign Trade Opportunities."

PUBLISHER'S STATEMENT

Statement of the Ownership, Management, Circulation, etc., required by the Act of Congress of August 24, 1912, of San Francisco Chamber of Commerce Activities published weekly at San Francisco, California for April 1, 1919.

State of California, City and County of San Francisco. —ss.

Before me, a Notary Public in and for the State and County aforesaid, personally appeared Lee B. Wilson, who, having been duly sworn according to law, deposes and says that he is the Editor of the San Francisco Chamber of Commerce Activities and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management (and if a daily paper, the circulation), etc., of the aforesaid publication for the date shown in the above caption, required by the Act of Congress of August 24, 1912, embodied in section 443, Postal Laws and Regulations, printed on the reverse of this form, to-wit:

1. That the names and address of the publisher, editor, managing editor, and business managers are. Publishers San Francisco Chamber of Commerce, San Francisco, California; Editor Lee B. Wilson, San Francisco, California; Managing Editor None, Business Managers None.

2. That the owners are: San Francisco Chamber of Commerce, Inc., Frederick J. Koster, President; Seward B. McNear, First Vice-President; Robert Newton Lynch, Second Vice-President; Geo. C. Boardman, Third Vice-President; James J. Fagan, Treasurer; L. M. King, Secretary, all of San Francisco, Calif.

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages, or other securities are: None.

4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

5. That the average number of copies of each issue of this publication sold or distributed, through the mails or otherwise, to paid subscribers during the six months preceding the date shown above is 6,350. LEE B. WILSON,

Editor, San Francisco Chamber of Commerce Activities.

Sworn to and subscribed before me this 1st day of April, 1919. M. I. LAWRENCE,

(My commission expires January 27, 1922.)
(Seal.)

NEW PORT CHARGES NOW EFFECTIVE

Regulations Changed April 1, 1919

Effective April 1, 1919, and pending the issuance of the new edition of its "Harbor Rules and Regulations," the Board of State Harbor Commissioners announced the following amendments of, and additions to "'Harbor Rules, Regulations and Rates' adopted by the Board of State Harbor Commissioners, San Francisco, 1913," and the following changes in its method of assessing port revenue.

With the following exceptions, this change in charges applies only to vessels engaged in foreign and offshore trade and their cargo. The changes which apply to coastwise and bay and river traffic are wharf demurrage charges and a few changes in the toll rates.

DOCKAGE AND PIER RENTAL FOREIGN AND OFFSHORE VESSELS

Vessels engaged in foreign and offshore commerce will be given free dockage and pier rental.

Foreign and offshore includes vessels in the Alaskan, Hawaiian, Philippine and intercoastal trade, that is, Panama Canal trade, and also vessels carrying full cargoes from British Columbia ports. Part cargoes from British Columbia ports will be classified as coastwise and will remain subject to the provisions as to dockage and pier rental as are now in vogue.

RENTAL

Where assignments are necessary in order to maintain efficient service, the firm or corporation requiring the assignment will be charged a rental of $.006 per square foot per month.

DOCKAGE

Vessels engaged in foreign trade will be given free dockage. However, vessels lying idle at the berth, undergoing repairs at the berth, or failing to discharge or load a minimum of 500 tons daily, will be charged dockage at half rates, i. e:

For the first 200 tons of the vessels' registered tonnage 1 cent per ton per diem. For each additional ton ⅜ cent per ton per diem.

These charges will be in the nature of a demurrage charge.

ASSIGNMENT OF BERTHS

Assignments for space for assembling cargoes for foreign and offshore vessels will be made in advance of the vessel occupying the berth, as follows:

Vessels carrying from
1,000 to 2,000 tons— 4 days before arrival vessel;
2,000 to 4,000 tons— 6 days before arrival vessel;
4,000 to 6,000 tons— 8 days before arrival vessel;
6,000 to 10,000 tons—10 days before arrival vessel;

A demurrage charge at the rate of "dockage" provided above for foreign and offshore vessels, shall be assessed against any vessel assigned to pier space for the purpose of assembling cargo, after the four to ten day period, as above, has elapsed, and the vessel is not ready to take the berth for loading, and the cargo shall be subject to the wharf demurrage charge provided herein.

DISCHARGE OF CARGO

Vessels will be required to discharge or load a minimum of 500 tons daily. Vessels failing to do so will be charged demurrage at the dockage rates shown above.

WHARF DEMURRAGE

Consignees of cargo will be required to remove their merchandise from the piers at once, and in order to enforce this ruling, the following demurrage charges will be made:

Coastwise cargo remaining on the piers FIVE DAYS and *offshore and foreign* cargo remaining on the piers TEN DAYS after complete discharge of the vessel delivering the same, shall be assessed a charge for the first five days, or portion thereof 25 cents per ton; and for each succeeding period of five days, or portion thereof 50 cents per ton; and furthermore, the Chief Wharfinger may at any time following the discharge of the vessel, place such cargo in the warehouse at the risk and expense of the consignee of the cargo, or make such other disposition thereof, as is provided in the "Harbor Rules" mentioned above.

TOLLS

Tolls on cargo carried by vessels engaged in foreign and offshore trade will be increased to, approximately, three times the present schedule, or as indicated on the following schedule.

Yours very truly,
Board of State Harbor Commissioners,
By Hilda Gohrman, Secretary.

TOLLS PER TON	Coastwise and Inland Waterway	Foreign and Offshore
On merchandise (except where otherwise specified) including vessels' stores and supplies and coal and fuel oil for such vessel, per ton	5c	15c
On hay, tea, matting and raw silk	10c	30c
On 400 pounds or less	2c	6c
On 800 pounds or less and more than 400 pounds	4c	12c
On 1200 pounds or less and more than 800 pounds	6c	18c
On 1600 pounds or less and more than 1200 pounds	8c	24c
On 2000 pounds or less and more than 1600 pounds	10c	30c
Tolls on merchandise to be collected according to the foregoing subdivisions, viz: 400 pounds or less, 1 cent; 800 pounds or less and more than 400 pounds, 2 cents, etc.		
TOLLS CHARGED OTHERWISE THAN BY THE TON		
On the following articles tolls must be paid as follows:		
Fir, redwood, spruce, and all softwood lumber, per 1,000 feet, board measure	10c	30c
Oak, hickory, ash, and all hardwood lumber, per 1,000 feet, board measure	20c	60c
Lumber or timber discharged in the water in any slip, dock, basin, or canal, the same as if discharged on a wharf		
Piles discharged in any slip, dock, basin, or canal, per pile	6c	18c
Fence posts, per 100	10c	30c
Railroad ties, per 1,000 feet of lumber, board measure, contained therein (32 or 24 feet to a tie, according to size)	10c	30c
Shingles, per 40 bundles	10c	30c
Laths, per 60 bundles	10c	30c
Shakes, per 100 bundles	10c	30c
Empty barrels (merchandise) each	¼c	¾c
Empty sugar barrels, each	¼c	¾c
Cordwood, per cord	10c	30c
Tan bark and stave bolts, per cord	10c	30c
Fire brick, per 1,000	15c	45c
Fire bricks discharged from any vessel lying at any wharf, or in any slip, dock, or basin, into another vessel, or received into any such vessel from any lighter or other vessel, per 1,000	10c	30c
Brick (other than fire brick) discharged on, or loaded from, any wharf, per 1,000	10c	30c
Brick (other than fire brick) discharged from any vessel lying at any wharf, or in any slip, dock, or basin, into another vessel, or received into such vessel from any lighter or other vessel, per 1,000	7½c	22½c
Wool or cotton in sacks, per sack	1c	3c
Wool or cotton in bales, strapped, per bale	1½c	4½c
Hops in bales, per bale	2c	5c
Hides of cattle (green or dry) per hide	¼c	¾c
Skins (not otherwise specified) per skin	1/16c	3/16c
Rabbit Skins, per bale	1½c	4½c

(Continued on next page, col. 2)

FOREIGN TRADE OPPORTUNITIES

3108. San Francisco (Cal.) San Francisco representative of a New York firm is in the market for the purchase of gum camphor and cocoanut oil.

3109. New York (N. Y.) New York firm desires to get in touch with manufacturers desiring to secure a foreign market for their products.

3110. Nantes (France). Party desires to represent in Western France a California house dealing in dried fruits, (principally prunes and apricots.)

3111. San Francisco (Cal.) Danish firm in Funchal, Madeira, desires to get in touch with exporters of wheat, maize and rice.

3112. Guayaquil (Ecuador). Firm desires to get in touch with exporters of ham, bacon, lard, preserves, enameled ware, iron pots and caldrons, earthenware, flour, etc.

3113. Shanghai (China). Japanese concern desires to get in touch with importers of wool. Details on file at this office.

3114. Nagoya (Japan). Manufacturers and exporters of all kinds of earthenware, porcelain, china toys, etc., desires to get in touch with local importers.

3115. Marseilles (France). Firm desires to represent in France manufacturers and exporters. Especially interested in the textile industry.

3116. Manila (P. I.) Filipino firm desires to have commercial relations with a reliable firm dealing in crude oil in this State. Would like exclusive agency for their product in the Philippine Islands.

3117. Manila (P. I.) General importers and exporters of Manila, desire to get in touch with manufacturers of machinery, office supplies, steel and iron products and sundries. Also desire to connect with large chemical house.

3118. Manila (P. I.) General merchants of Manila, desire to establish commercial relations with manufacturers and exporters of hardware and textiles.

3119. Zamboanga (P. I.) General merchants of Manila desire to get in touch with exporters of hardware, provisions and general merchandise.

DIRECT SAILING FOR MARSEILLES, FRANCE

The Maritime Navigation Company advises they will have the ten-thousand-ton steel steamer "Muria," sailing from New York direct for Marseilles, May 1st.

SEATTLE DOES NOT BEAT SAN FRANCISCO IN FOREIGN TRADE

So many reports have been published to the effect that Seattle has a larger foreign commerce than San Francisco it is but right that this mis-statement be corrected. The Foreign Trade Department of the San Francisco Chamber of Commerce therefore gives the following figures compiled from Government sources.

The Customs District of San Francisco includes three ports, viz: San Francisco (including Oakland) Eureka and Port San Luis. The Customs District of Washington comprises twenty ports, viz: Seattle, Aberdeen, Anacortes, Bellingham, Blaine, Chopaka, Danville, Everett, Ferry, Friday Harbor, Laurier, Molson, Northport, Port Angeles, Port Townsend, Roche Harbor, South Bend, Spokane, Sumas and Tacoma. To properly interpret the figures as given for the Washington Customs District it is well to note the distance between Seattle and some of the other ports as follows: Northport is 468 miles, Spokane 339 miles, Blaine 119 miles, Sumas 128 miles, Bellingham 97 miles, Tacoma 38 miles and Everett 33 miles from that city. The following are the imports and exports for the year ending December 31, 1919:

	Imports	Exports	Total
Seattle	$215,198,466	$191,281,673	$406,480,139
Tacoma	58,479,737	82,525,497	141,005,234
Blaine	11,925,504	13,334,135	25,259,639
Sumas	4,123,233	4,976,577	9,099,810
All others	11,263,196	4,072,896	15,336,092
Total	$300,990,136	$296,190,778	$597,180,914

It will be seen that Seattle did only 72 per cent of the imports and 65 per cent of the exports. During the same period San Francisco imported and exported:

	$245,524,209	$210,562,365	$456,086,574
Or more than Seattle	30,325,733	19,280,672	49,606,425

These figures should put the port of San Francisco in the light it is entitled to.

The foreign trade business of Port San Luis and Eureka are not sufficient to materially effect the figures for San Francisco in one way or another.

BUSINESS WANTS

CHEESE—H. C. Nielsen & Co., 82 Clay Street, who are manufacturers of California flat cheese and American grated cheese, desire to communicate with firms or individuals with selling organizations in foreign markets and in New York.

STEEL TANK—Union Construction Co., foot 14th Street, Oakland, Cal., are in the market to dispose of a 75,000 gallon steel tank with 90 foot tower.

LAUNDRY MACHINERY—G. E. Robinson, Imperial, Cal., is in the market for laundry equipment.

GARDEN TOOLS—G. Katanra, Box 183, Loomis, Cal., is in the market for farmers tools such as hoes and mattocks.

AUSTRALIAN AND NEW ZEALAND PAPERS—James A. Carr, Box 607, Carson City, Nevada, wishes to communicate with agencies that handle Australian and New Zealand papers.

REPRESENTATION—Frucht Bros. & Co., 820 Commerce Ave., Houston, Texas, desires to secure an account to represent shippers of fresh fruits and vegetables.

ICE CREAM CONES—Frank Revson & Son, Atlanta, Ga., is in the market for rice ice cream cones.

BOOKS—N. H. Souseburgh, Petersburgh, Alaska, desires to get in touch with dealers in books in San Francisco.

MUSIC PUBLISHERS—Elizabeth Lowrie, Irvington, Cal., wishes to communicate with a music publisher in this city.

MEXICAN LAND—F. C. Martinez, Box 553, Nogales, Ariz., wishes to get in touch with parties interested in grazing land in the State of Sonora, Mexico.

APPLE PUMACE—H. Schmidt, c/o Inland Products Co., Spokane, Wash., is in the market to dispose of apple pumice.

BAKERY EQUIPMENT—Bert M. Sullivan, 1119 N. Central Ave., Medford, Ore., is in the market for restaurant and bakery equipment.

FRESH FRUIT AND VEGETABLES—L. W. Lackey & Co., 1015 S. Mesquite Street, San Antonio, Texas, is in the market for fresh fruits and vegetables, wholesale.

DENTAL SUPPLIES—H. J. Morledge, c/o Elks Club, Seattle, Wash., desires to get in touch with dental supply houses in San Francisco.

RAISINS—Guiseppe Bazoli, 1959 10th Ave., San Francisco, wishes to communicate with wholesale dealers in raisins.

(Continued from previous page)

Cattle, horses and mules, per head	5c	15c
Colts and calves, under a year old, per head	2½c	7½c
Sheep and hogs, per head	1c	3c
Reapers, mowers, horse rakes, hay presses, gang-plows, cultivators, and wheeled vehicles, set up, each	10c	30c
Headers and separators, set up, each	20c	60c
Charcoal, per 35 sacks (of 55 pounds each)	10c	30c
Wine or liquor, per barrel	1¼c	3¾c
Wine or liquor, per pipe	5c	15c
Cocoanuts, per 1,000 unhusked	15c	45c
Cocoanuts, per 1,000 husked	10c	30c
Bananas, per bunch	¼c	¾c

SAN FRANCISCO DISTRICT FREIGHT TRAFFIC COMMITTEE—DOCKETS

Docket 1215—Estimated weight of 108 lbs. per keg on nails. This docket was issued in error, and is hereby cancelled.

Docket 1308—(Hearing 10 A. M., May 7th)—Class rates. Proposal to reduce class rates between Oliva, Cal., and San Francisco, San Jose, Marysville, Salinas, and points between.

Docket 1309—(Hearing 10:15 A. M., May 7th)—Rice, carloads. Proposal to reduce rates from California points to Deadwood, South Dakota.

Docket 1311—(Hearing 11 A. M., May 7th)—Basket Bamboo, loose or in packages, carloads (Import). Proposal to reduce rates from Pacific Coast ports to points in Eastern Defined Territory.

Docket 1314—(Hearing 2:15 P. M., May 7th)—Wrenches, monkey or screw, (Iron or Steel), L. C. L. Proposal to increase rates from points in Eastern Defined Territory, Groups A to E inclusive to California points, terminal and intermediate.

Docket 1315—(Cancelling Docket 1243). (Hearing 3 P. M., May 7th)—Pipe and fittings, iron or steel, carloads. Proposal to cancel commodity rate between San Francisco and Auburn, Cal.

Docket 815—*Cancellation Notice.* Lime rock, powdered, carloads, from San Francisco to Sausalito, Cal. Application for authority to cancel rate has been withdrawn, therefore docket is cancelled to clear records.

Docket 1323—(Hearing 11:15 A. M., May 8th)—Establishment of rates on grain and articles taking grain rates, hay and straw, carloads, and live stock, carloads, between Alpaugh, Cal., and San Francisco, Oakland, etc.

Docket 1327—(Hearing 2:30 P. M., May 8th)—Proposal to cancel special commodity rates on electrical appliances, machinery, pipe, iron or steel, lumber and power pumps, from San Francisco and Oakland to Sunol, Cal., published in Western Pacific R. R. 279, I. C. C. 175.

Docket 1330—(Hearing 3:15 P. M., May 8th)—Cement sewer pipe, carloads, from and to various points in California. Proposal to establish same rates as now apply on clay sewer pipe.

GOVERNMENT BIDS

Bids will be opened at the Zone General Supply Depot at Fort Mason on April 19th for three blowers, forge, either 110 or 220 volt. Details and specifications are on file in the Exchange Hall of the Chamber of Commerce.

Bids will be opened by the Zone Supply Officer at Fort Mason on April 21st for 1,700 tons of hay. Details and specifications are on file in the Exchange Hall of the Chamber of Commerce.

Proposals will be received by the Zone Supply Officer at Fort Mason on April 26th for the purchase and removal of vinegar and oil barrels and oil drums.

Bids will be opened at the Zone General Supply Depot at Fort Mason on May 6th for drayage to transport articles between various U. S. Government property in the vicinity of San Francisco.

Details and specifications are on file in the Exchange Hall of the Chamber of Commerce.

AUCTION

By order of the Haslett Warehouse Co. and for account of whom it may concern, on Wednesday, April 16, 1919, at 10 A. M. at the Southern Pacific Warehouse, 115 Townsend Street, Jas. J. Searle, Auctioneer, will sell 46 lots of goods, consisting of coffee, relishes, prunes, iron nuts, rice, salmon blanks, sugar, paper, corks, paper boxes, brass signs, magnesite, fish net, egg solution, chemicals, rollers, advertising matter, mineral water, arm chair, K. D. rocker, personal effects, auto polish, rugs and salmon.

PLACEMENT BUREAU

DISCHARGED SOLDIERS AND SAILORS

94. Young man discharged from the Navy, wants to learn importing, exporting and marine insurance. Start at bottom. Salary no object.

95. Discharged officer, age 24, has had auto experience before entering the Service, would like to get into the shipping business and begin at the bottom.

96. Discharged Army field clerk, age 37, married, would like position as office manager, is an accountant, has had transportation and extensive insurance experience.

97. Young man, age 24, desires position with large house as clerk or salesman, seven years experience in clerical work.

98. Discharged soldier wants position as shipping clerk or salesman. Three years experience with talking machines also shipping clerk.

99. Young man, age 22, desires position in brokers office with future. Graduate from law school. References.

100. Young naval officer, college graduate, five years of splendid business experience, can furnish references satisfactory from any viewpoint, is looking for opportunity of promise. Will go anywhere and at once.

101. Discharged soldier, six years office and general mercantile experience Latin-America, conversant with Spanish language and thoroughly familiar with Latin-American business methods, desires position with local export and import firm.

102. Returned soldier, 22 years old, three years in high school, wishes position with exporting and importing firm, steamship company, or any large firm he can grow up with. Has had office experience.

GENERAL APPLICATIONS

1372. Would like to connect with mercantile firm wishing representation in Orient. Have had three years experience in Japan, China and Philippine Islands.

1373. Office manager or accountant. Married. Experience includes Australasia. Has legal knowledge including corporation law. Knows Spanish.

1374. Single man, 28 years old, wishes connection with brokerage or export and import or manufacturing concern. Understands the selling and marketing business thoroughly. Has seven years experience with reputable houses.

1375. Position by man 40 years of age with good wide general business training, including executive, organizing and selling experience.

SPECIAL NOTICE

Wanted by San Francisco firm of high standing, a first-class business manager with sufficient capital to invest.

WANTED—A bright energetic young man familiar with notions, druggists sundries and kindred lines for position with live concern in New York.

A gentleman just arrived in San Francisco after a survey of industrial and marketing conditions in the East desires an associate in foreign and domestic business. Those interested may address, by mail, Mr. Folger Johnson, Hotel Biltmore, 735 Taylor Street.

COURSE IN SCIENTIFIC MERCHANDISING

The Butler School of Commerce announces a course in Scientific Merchandising under the personal direction of Miner Chipman and staff.

For executives, department heads and for men who expect to occupy an executive position in the administration of business.

COFFEE ARRIVALS

The Green Coffee Association of the San Francisco Chamber of Commerce reports the following arrivals during the past week, with coffee consigned to members:

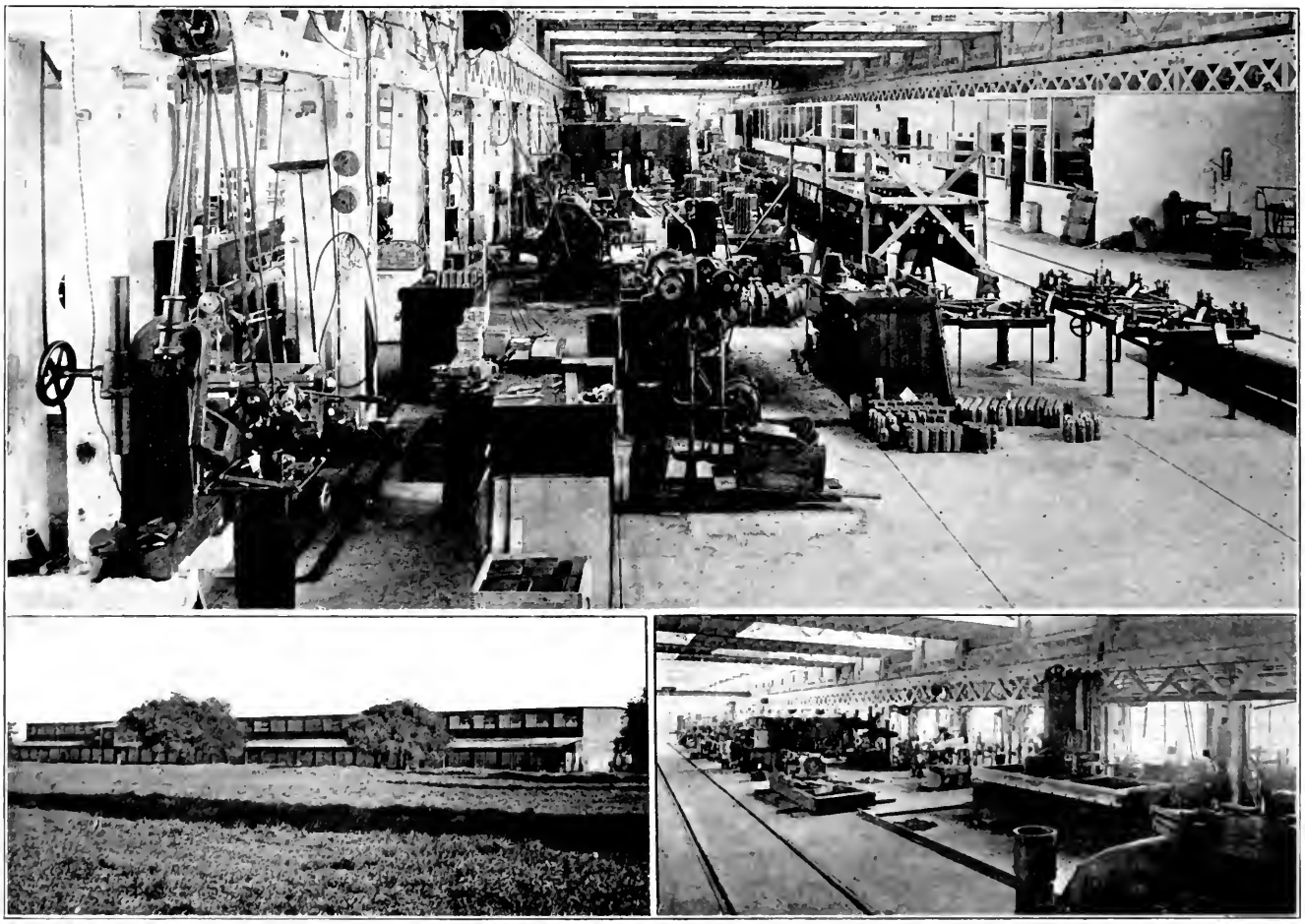
April 8, 1919, S. S. Peru, 1,791 bags of coffee.

April 13, 1919, S. S. Newport, 8,871 bags of coffee.

April 13, 1919, S. S. City of Para, 23,616 bags of coffee.

The Industrial Advance of San Francisco

Plant Equipped To Do Large Work



The Federal Telegraph Company, who have developed the Poulsen or "arc" method of radio telegraphy, played an important part in the "Win the War" program by furnishing the War and Navy Departments with radio equipment. During 1918, they built for the Navy Department the two largest Arc Radio Transmitters in the world. One of these, rated at 500 kilowatts, was installed at the High Power Naval Radio Station at Annapolis, Md. The other, a 1,000 kilowatt unit, was installed at Bordeaux, France. They have, also, built a large number of radio sets for the Government ranging in size from 2 to 500 kilowatts.

The above pictures show the company's plant at Palo Alto, which was doubled in 1918 to meet the urgent need of our Government during the war period for large quantities of radio equipment. It is one of the best equipped factories on the coast for the manufacture of electrical apparatus, and for general machine work. The main building is 90x400 feet, and is provided with two large traveling cranes. A spur track from the Southern Pacific's main line extends the entire length of the building.

The company, although now engaged in developing radio sets for commercial purposes, has a surplus manufacturing capacity which includes a planer, 60 by 60 inches by 14 feet. To utilize this they are now prepared to furnish bids and to do outside work. They have a large staff of engineers and designers and are prepared to design and build special electrical and mechanical apparatus.

The executive offices and local commercial telegraph offices of the company are located in the Hobart Building, San Francisco.

Knight-Counihan Printing Co.

SAN FRANCISCO
CHAMBER OF COMMERCE ACTIVITIES

Volume 6 | The Commercial, Financial, Industrial and Governmental Metropolis of the Pacific Coast | Number 17
Every Thursday —— April 24, 1919

Report of the Nominating Committee

To the President and
Board of Directors of the
San Francisco Chamber of Commerce

Gentlemen:—

The Nominating Committee, elected in pursuance of Section 2, Article VIII of the By-Laws of the San Francisco Chamber of Commerce, has carefully considered the question of candidates for Directors of the Chamber for the ensuing year and nominates the following twenty-one named regular members for Directors, to be voted upon by the membership at the Annual Election to be held May 13, 1919.

NAME	FIRM
Boardman, Geo. C.	Boardman Bros. & Co.
Bradley, F. W.	
Cristeson, A.	Wells Fargo & Co.
Dill, Marshall	Dill-Crosett, Inc.
Eacret, Godfrey	Shreve, Treat & Eacret
Ford, E. T.	W. R. Grace & Co.
Gallagher, H. R.	Shell Co. of California
Graham, Thos. A.	United States Railroad Administration
Gunst, Morgan A.	M. A. Gunst Branch, Gen. Cigar Co., Inc.
Levison, J. B.	Firemans Fund Insurance Co.
Lynch, Robert Newton	
McBean, Atholl	Gladding, McBean & Co.
Meyer, Frederick H.	
Poett, H. W.	Williams Dimond & Co.
Smith, Stuart F.	Mission Bank
Smith, W. T.	Baker-Hamilton & Pacific Co.
Steines, C. W.	The Emporium
Talbot, J. A.	Schaw-Batcher Company
Teller, Philip S.	Norton Teller & Co., Inc.
Volmer, R.	
Weaver, Chester N.	Chester N. Weaver Co.

Respectfully submitted,

M. H. Robbins, Chairman

Percy T. Morgan
James Otis
A. J. Ames
Marshall Hale
R. I. Bentley
E. R. Dimond

The Nominating Committee.

April 22, 1919

PRINCIPLES OF INDUSTRIAL RELATIONS

A statement of principles of industrial relations, prepared with a view to furnishing a basis on which American industry can build a national labor program, was lately submitted to a referendum vote of the membership of the Chamber of Commerce of the United States.

The principles, thirteen in number, were prepared by a special committee of the United States Chamber, after a long period of study of the entire subject of industrial relations. They are given as follows:

1. Industrial enterprise, as a source of livelihood for both employer and employee, should be so conducted that due consideration is given to the situation of all persons dependent upon it.

2. The public interest requires adjustment of industrial relations by peaceful methods.

3. Regularity and continuity of employment should be sought to the fullest extent possible and constitute a responsibility resting alike upon employers, wage earners, and the public.

4. The right of workers to organize is as clearly recognized as that of any other element or part of the community.

5. Industrial harmony and prosperity will be most effectually promoted by adequate representation of the parties interested. Existing forms of representation should be carefully studied and availed of insofar as they be found to have merit and are adaptable to the peculiar conditions in the various industries.

6. Whenever agreements are made with respect to industrial relations they should be faithfully observed.

7. Such agreements should contain provision for prompt and final interpretation in the event of controversy regarding meaning or application.

8. Wages should be adjusted with due regard to the purchasing power of the wage and to the right of every man to an opportunity to earn a living at fair wages, to reasonable hours of work and working conditions, to a decent home, and to the employment of proper social conditions.

9. Fixing of a basic day as a device for increasing compensation is a subterfuge that should be condemned.

10. Efficient production in conjunction with adequate wages is essential to successful industry. Arbitrary restriction on output below reasonable standards is harmful to the interests of wage earners, employers, and the public and should not be permitted. Industry, efficiency and initiative, wherever found, should be encouraged and adequately rewarded, while indolence and indifference should be condemned.

11. Consideration of reduction in wages should not be reached until possibility of reduction of costs in all other directions has been exhausted.

12. Administration of employment and management of labor should be recognized as a distinct and important function of management and accorded its proper responsibility in administrative organization.

13. A system of national employment offices, with due provisions for cooperation with existing state and municipal systems, can be made, under efficient management and if conducted with due regard to the equal interests of employers and employees in its proper administration, a most helpful agency, but only if all appointments are made strictly subject to the Civil Service law and rules. Policies governing the conduct of a national system of employment offices should be determined in conjunction with advisory boards—national, state and local—equally representative of employers and employees.

REPRESENTATION IN MEXICO

Mr. G. W. Schultz of Schultz Bros., manufacturers' agents in Mexico, desire to represent local merchants on the West Coast of that country. Mr. Schultz is at present located at 654 Arimo Avenue, Oakland. Phone Lakeside 451 and he can be reached at the above address during the next two or three weeks.

MARINE DEPARTMENT

Standard Oil Company shipped 3,000,000 gallons of kerosene to the Orient last week by the Steamer Tascalusa valued at $250,000. The Petroleum Products Company have loaded the British Bark Antiope with 50,000 cases of Naptha Products for New Zealand.

Steamer La Primera, operated by the Standard Oil Company, upon vessels return from Alaska, will be placed on former run out of this port to Central American ports and Balboa carrying oil.

The American Iron Bark Chim Pu, Capt. F. C. Klebingat, sailed from Manila on March 5th for San Francisco with cargo consigned to the Pacific & Oriental Shipping Co. Her dimensions are: length 189.9, breadth 41.7 and depth 25 feet, with 1,428 net register tons. The vessel has been in the Java trade until last year, after overhauling and re-rigging at a Japanese shipyard, she proceeded to Manila to load.

The Schooner Glendale brought to Wightman & Crane 288 tons of copra which was taken on at Apia. After discharging, the vessel will leave on a codfishing cruise.

Alaska Packers Association Ship Star of Lapland, due here with wheat cargo will, after discharging, proceed to Bristol Bay.

The following vessels of the United States Shipping Board have been chartered for barley from San Francisco to U. K. at $31 per ton or $30 direct port. The Steamer Baneroft to G. W. McNear, Inc., Darrah to Strauss & Co., and the Bloomington and Dungeness to Edward L. Eyre & Co.

G. W. McNear, Inc., has sold its Motor Schooner Ozmo to the Northern Commercial Co. Another local sale this week was the Tug Navigator from the Associated Oil Co. to the U. S. Government.

163 bars bullion, valued at $303,053, arrived here last week from Central American and Mexican ports.

Two local steamers are now on the way from San Francisco for Havre, France, loaded with Central American coffee. The first to get away was the Grace Steamer Santa Alicia, followed by the Pacific Mail Steamer Peru.

Captain Alex. Woodside has chartered his Bark C. D. Bryant, to Geo. W. McNear, Inc., who will load the vessel with general cargo for Guam.

The United States Shipping Board Steamer Chillicothe has been placed on the berth for Manila direct, sailing latter part of this month, under operation of Struthers & Dixon, Inc.

The Robert Dollar Company announces the sailing from San Francisco, late in May, for Manila and Singapore, their chartered Steamer Tanered.

Williams, Dimond & Co. and Luckenbach S. S. Co. will have steamers leaving this port early next month for New York direct.

W. R. Grace & Co., agents for the Johnson Line, announce that the Swedish Motorship Suecia, is the next vessel of the line, to load at Gothenburg for San Francisco.

The Standard Oil Steamer Col. E. L. Drake which took a cargo of fuel oil to Honolulu, is returning to this city with the company's Motor Schooner Oronite in tow. The latter vessel has just discharged, at the island port, coal which she brought from Newcastle, Australia.

OPPORTUNITY IN COLOMBIA, S. A.

Party owning fish concession in Colombia wishes to negotiate the same. Claiming the title is endorsed by the U. S. Consul in Bogota. Best references can be given.

For particulars write Mr. T. de la C. care the Colombian Consulate, 268 Market Street, Room 165.

SECRETARY AT YOUR SERVICE

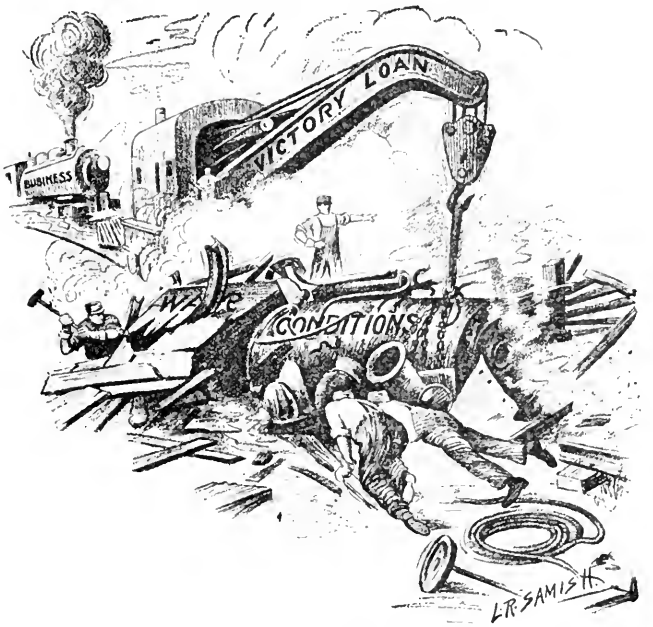
The Secretary of the Foreign Trade Department will be in New York and Washington immediately after the Foreign Trade Convention and will, upon receipt of full particulars, be glad to take up for any member of the Chamber of Commerce, such business matters as may be of sufficient importance to require his personal attention.

WAR HAS BROUGHT DESTRUCTION

CLEAR THE WAY

Business wont be normal until we clear away the debris and do it in the right way.

The right way is the Victory Loan way because it is a popular way and the consequent wide distribution of these government securities leaves the banks free to finance the heavy demand in the production of industry.



The best economic thought of the country stands behind the Victory Loan. In fact it is the only safe way to finish our war finance. It is the profitable way.

Subscribe for better times. Subscribe for the Victory Loan.

CHARITIES ENDORSEMENT COMMITTEE

PEDDLING BY DISCHARGED SOLDIERS DISAPPROVED BY U. S. OFFICIALS

The following pertinent and timely notice has been received by the Charities Endorsement Committee:

STATE COMMITTEE ON READJUSTMENT
Ferry Building, San Francisco

General J. J. Borree, Chairman of the State Committee on Readjustment has received the following request from Col. Arthur Woods, Chairman of the Emergency Employment Committee for Soldiers and Sailors:

"It is requested that state and municipal officers furnish him with a list of discharged soldiers and sailors who have applied for peddler's licenses and to keep him informed of future applications. It is the purpose to get in touch with every discharged soldier or sailor who has taken out a peddler's license and see that he has an opportunity to engage in some more suitable work."

The County Placement Bureaus of the State Committee on Readjustment throughout California have been requested to send this information to the State Committee on Readustment. The exploitation of the uniform in these cases is particularly sad in its appeal to hectic emotionalism, as the employment situation throughout California is very well in hand, indeed, and according to the report of the Director-General of the United States Employment Service for the week ending April 5, 1919, there is less unemployment in the Pacific Coast cities than elsewhere in the United States. Placement figures for the last week of March show that out of 8,470 soldiers, 8,042 were actually placed in employment.

The State Committee on Readjustment further asks the cooperation of citizens generally to discourage the boys in uniform going out as peddlers when in nearly all cases suitable and remunerative employment is at hand for them in California.

STATE CONFERENCE

The annual conference of Social Agencies of the State was held at San Jose from April 22nd to April 25th inclusive.

The slogan adopted for the Conference was "A Conference of Vision, not of Record."

Various problems of social welfare and relief were discussed by experts, in general session, in section and at round table meetings.

The Conference featured as its principal speakers Mr. Paul A. Kellogg, Editor of The Survey, New York, and Dr. Edward T. Devine of New York, one of the leading national authorities on matters of social welfare.

Mr. George C. Boardman, Vice-President of the Chamber of Commerce, addressed the Conference on the subject of "Chambers of Commerce and their Relation to Social and Educational Agencies."

Mr. Milton H. Esberg, representing the San Francisco Chamber of Commerce, addressed the Conference on the subject of "Labor Reconstruction from the Employer's Viewpoint."

VERY IMPORTANT

Assistant Secretary of War, Benedict Crowell calls attention to the slowness with which claims are being presented under the law validating informal war contracts. He announces that probably less than half of the claims have as yet been presented, and that the elaborate war organization, set up to speedily handle these adjustments, will have to be disbanded and a much slower process devised unless the major portion of the claims are all in by May 15th. The statute requires all claims to be presented by June 30th.

(The above is quoted from Washington Service Bulletin No. 22, published by the National Association of Manufacturers.

CABLE CENSORSHIP

Advice has been received from W. R. Edmondson, Manager, the Western Union Telegraph Company's office, that effective April 18, 1919, the United States Censorship restrictions are withdrawn on traffic to and from Central and South America, Mexico and the West Indies. Normal conditions will apply to Mexico, South America via Colon, Cuba, Hayti, San Domingo, Porto Rico, Virgin Islands, Central America except British Honduras.

Traffic to and from British Honduras is still governed by British censorship regulations.

San Francisco Chamber of Commerce Activities

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465 California Street
San Francisco

For What You Want to Know —— Call KEARNY 112

TRAFFIC DEPARTMENT STRENGTHENED

Max Thelen, Director of Public Service for the United States Railroad Administration, has announced the appointment of Mr. John S. Willis, Assistant Manager of the Traffic Bureau of the San Francisco Chamber of Commerce, as an additional shippers' representative on the San Francisco District Freight Traffic Committee. The other members of this committee are: Chairman, W. G. Barnwell, A. F. T. M. of the Santa Fe; G. W. Luce, F. T. M., Southern Pacific; H. K. Faye, F. T. M., Western Pacific; S. H. Love of Salt Lake City; and F. P. Gregson, Traffic Manager of the Associated Jobbers of Los Angeles.

The appointment of Mr. Willis is in line with a recent decision of the Railroad Administration that the Shippers' representation should be equal with that afforded the transportation companies, and as now constituted the Committee will have three members for the carriers and three for the shippers.

The new appointee came to San Francisco as Assistant Traffic Manager for the Panama Pacific International Exposition, coming from this position to the Traffic Bureau of the Chamber of Commerce as Assistant Manager, in August, 1914. He served in the foregoing capacity until April, 1917, when he was commissioned Lieutenant-Commander in the United States Naval Reserve, serving as Aide for Communications. Immediately after the armistice was signed he applied for relief, and early in December, 1918, returned to his former duties with the Traffic Bureau of the Chamber of Commerce.

Mr. Willis is by experience and training well qualified for his new duties with the Committee, and San Francisco is fortunate in securing as a representative one so thoroughly familiar with traffic conditions in this locality.

DELEGATES WHO WILL REPRESENT SAN FRANCISCO

ANNUAL MEETING OF THE CHAMBER OF COMMERCE OF THE UNITED STATES AT ST. LOUIS APRIL 29-30th AND MAY 1st TO BE WELL ATTENDED

The delegates who will directly represent the San Francisco Chamber of Commerce are as follows:

J. K. Armsby
A. T. De Forest
Capt. Robert Dollar
C. Parker Holt
F. J. Koster
Constant Meese
Chas C. Willits

In addition to these delegates, many more will be in attendance pursuant to the meetings of the National Foreign Trade Convention at Chicago.

SOME INDICATIONS OF MINERAL DEVELOPMENT IN CALIFORNIA

Advance figures from the compilation of the State Mining Bureau show the general production of minerals in California during the past year.

ASBESTOS production in 1918 amounted to 229 tons valued at $9,903.

BORAX—In 1918 the borax production amounted to 88,772 tons valued at $1,867,908.

CEMENT—The production in 1918 amounted to 4,772,921 barrels valued at $7,969,909.

MAGNESIUM SALTS—1,008 tons valued at $49,955.

PYRITE—131,029 valued at $425,012.

PUMICE AND VOLCANIC ASH—In 1918 amounted to 2,114 tons valued at $28,669.

There were productions of barytes in Monterey County, Cadmium in Shasta County, Fluorspar in Riverside County, Lithia Mica in San Diego County, Onyx in Solano County, and Serpentine Marble in Los Angeles County of a total value of $97,732.

There was a small tonnage of sulphur produced in Colusa and Inyo Counties.

BUSINESS ANNOUNCEMENT

A partnership has been formed between Joe Sweeney, formerly of 123 Fell Street, and Eugene E. Dentz, former superintendent of the Wm. L. Hughson Company, under the name of Sweeney and Dentz. They are now conducting a general automobile machine shop in the new daylight fireproof building at 625 Franklin Street, which was constructed especially for their business.

YOSEMITE ROAD OPEN

The Wawona Road entering Yosemite National Park will be open to automobile travel on April 25th.

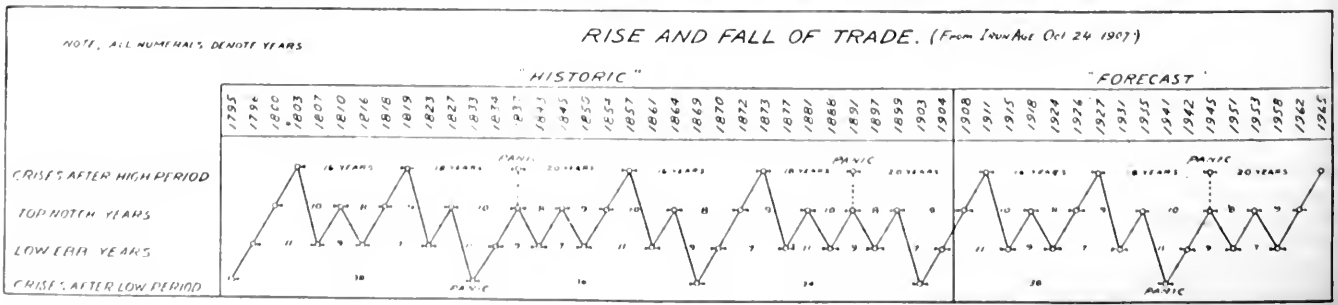
This announcement is issued by the National Park Service of the Department of the Interior.

A PROPHESY

It is almost universally conceded that the iron and steel industries represent the barometer of the industrial and commercial situation of the Nation. "The Iron Age" is the official organ of the iron and steel industry, and in the issue of October 24, 1907, published the Graph, which is reproduced herewith.

One section of the Graph records the cycles of rise and decline in business activity from 1795 to 1904 and at the same time presents a forecast of conditions until 1965 based upon the previous years. The illustration was sent to the Chamber by Mr. Constant Meese, of the Meese & Gottfried Company and attention is called by him to the fact that the crisis at the high periods run in cycles 16, 18 and 20 years; that top notch years run in 10, 8, 9, etc., years and that low ebb years run in cycles of 11, 9, 7, etc., years. Crisis after low ebbs run in periods of 38, 36 and 34 years.

Forecasts of course are not absolutely dependable but the showings made by the record are at least very interesting.



NEW MEMBERS SINCE LAST REPORT

Aftergut & Son, Bernard, Commission Merchants, 833 Market Street.

Anderson & Co., Chas. A., Importers and Exporters, American National Bank Building.

Aluminum Co. of America, Aluminum Products, 322 Rialto Building.

Anglo-Southern Co., Importers and Exporters, 544 Market Street.

Asia Co., Inc., The, Importers and Exporters, 501 Welch Building.

Ballou & Co., F. P., Foreign Freight Brokers, 433 California Street.

Blaw Knox Co., Concrete Construction, 630 Monadnock Building.

Bradford, C. B., Mgr. Carstens & Earles, Inc. (Bonds), 909 Insurance Exchange Building.

Bomberger & Co., Grain, Beans and Hay, 728 10th Street, Modesto, Cal.

Breck, Mitchell, Inc., Handlers of Vegetable oils, etc., 149 California Street.

Brockmann, G. Robt., Export and Import, 320 Market Street.

California Bean Co., 214 Front Street.

California Steel Co., Structural Steel, 1303 Hobart Building.

Coleman Co., du Pont, Brokerage and Commission,, Kohl Building.

Commercial Metal & Machinery Co., Brokers, Sharon Building.

Commercial Research Bureau, Business Efficieney, 1311 Humboldt Bank Building.

Continental Petroleum Co., Petroleum and its products, 322 Sharon Building.

Cooper Coate & Casey, Dry Goods, 137 Battery Street.

Cosulich, Wm., Wholesale Wines, 706 Sansome Street.

Cox, C. Gordon, Dist. Mgr. McIntosh & Seymour Corp., 815 Sheldon Building.

Cramer, Walter H., Certified Public Accountant, 268 Market Street.

Delaney Bros., Inc., Wholesale Grocers, 420 Front Street.

Dickson, Beecher J., Gen. Mgr. National Automobile Owners Association, 311 California Street.

Dunn & Bergland, General Brokerage, 511 Hobart Building.

Dunn Co., Inc., J. T., Exporters and Importers, 216 Pine Street.

Doerr, A. L., 1028 Geary Street, Mgr. Clyde Car Co.

Dyson Shipping Co., Freight Contractors, 210 California Street.

Ellis Forwarding Co., J. O., Shipping Agents, 310 Sansome Street.

Exnicios, John, Investigation Bureau, 528 Mills Building.

Fisher, Frederick J., Electric Specialties, 125 Montgomery Street.

Gans, Leopold, Salvage, 412 Insurance Exchange Building.

Geary & Co., E. G., Investment Bonds, American National Bank Building.

General Sales Co., Merchandise Brokers, 112 Market Street.

General Trading Co., Importers and Exporters, 207 Hansford Building.

Goldberg, Wm. G., Merchandise Broker, 222 Front Street.

Golden Gate Exploration Co., Mining, 1408 Hobart Building.

Gruen, Louis Phonograph Supplies, 300 Monadnock Building.

Hamilton, Beauchamp, Woodworth, Metallurgical Engineers, 419 Embarcadero.

Hood Canning Co., Emeryville, Cal.

Irwin, Harrison & Crosfield, Inc., Tea Importers, 25 California Street.

J. M. & L. Co., Import and Export, 235 Montgomery Street.

Kaas Hopkins Co., Paper Mill Representatives, Hearst Building.

Kirk & Smith, Automobile Repairing, 331 Drumm Street.

Lothrop & Fox, Food Brokers, 244 California Street.

Maffei, D. V., Broker in food products, 550 Montgomery Street.

Makita, F. K., Importers and Exporters, Exchange Block Building.

Marshall & Marshall, Refrigeration Machinery Manufacturers, 325 Pacific Street.

Moulton Co., R. H., Government and Municipal Bonds, American National Bank Building.

Junichi Morimoto, Representing Bank of Taiwai, Ltd., 215 Holbrook Building.

Mattenucci Bros. Co., Wholesale Grocers, 712 Sansome Street.

Miller, A. L., Investment Securities, 307 Kohl Building.

Liberty Food Products Co., Packers, 58 Sutter Street.

National Products Co., Grain Feed and Flour, Clunie Building.

Naylor & Co., Inc., Importers and Exporters, 508 Alaska Commercial Building.

Nielsen & Co., H. C., Manufacturers of Cheese, 81 Clay Street.

New York Oversea Co., Inc., Shipping, Kohl Building.

Nowland Co., H. B., Merchandise Brokers, 311 California Street.

Olds & Stoller, Inc., Automobile Insurance, Mills Building.

Oppenheimer, Selby, Concert Manager, Sherman, Clay & Co. Building.

Page & Morrison, Tanners' Tools and Machinery, 436 Jackson Street.

Pellegrini Co., P., Importers of Olive Oil, 134 Clay Street.

Rankin & Sheldon, Exporters and Importers, 501 Sheldon Building.

Reynolds, John, Manufacturer of Carbon Bisulphite, 624 California Street.

Root Co., Inc., The A. I., Beekeepers Supplies, etc., 52 Main Street.

Rupert Co., A., Canners—Merchandise Brokers, 112 Market Street.

Ruffner McDowell & Burch, Coffee Brokers, 153 California Street.

Sacramento Valley Grain Co., Grain, 610 Clunie Building.

Star Delta Electric Works, Electrical Engineers, 602 Mission Street.

Swadley, Wm. Wesley, Commercial Photographer, 268 Market Street.

Sacramento Northern Railroad, Electric Railroad, 720 Mills Building.

Terney, E. W., Advertising Publicity, 521 Post Street.

Travers & Sons, Ltd., Jos., Purchasing Agents, 511 Merchants Exchange Building.

Union Petroleum Co. of Cal., Petroleum Products, 333 Rialto Building.

United Distributing Co., Brokerage, 24 California Street.

Western Well Works, Deep Well Pumps, etc., 712 Rialto Building.

Whitney Co., C. W., Exporters and Importers, 433 California Street.

Wilson, C. L., Mining, 207 Hobart Building.

Worden, Willard E,, Art and Commercial Photography, 312 Stockton Street.

REPRESENTATION IN THE ORIENT, THE DUTCH EAST INDIES AND POSSIBLY THE NETHERLANDS, HOLLAND

Mr. L. M. Hymans, Secretary of the Holland-American Chamber of Commerce and Manager of the Commercial Museum at the Netherlands, has been granted a leave of absence by the Consul-General of the Netherlands at San Francisco, and will make a trip to the Orient and the Dutch East Indies and possibly The Netherlands, Holland, for the San Francisco Trading Corporation, 235 Montgomery Street, San Francisco.

He will be glad to establish connections between manufacturers and merchants of these different countries and interested parties should communicate with him without delay.

FOREIGN TRADE DEPARTMENT

FOREIGN TRADE OF PHILIPPINE ISLANDS

The Foreign Trade Department of the Chamber of Commerce has received, through the office of the Governor-General, Manila, a letter, from Fidel A. Reyes, Acting Director of the Bureau of Commerce and Industry at Manila, in which was given the figures of the import and export business of the islands for the year 1918.

The communication says in part as follows:

"The total exports, which constitute a valuable index of the buying power of the people of these Islands, numbering about 10,000,000 souls, amounted to P271,365,071, or $135,682,585 U. S. currency, whereas the total of the importations, which the United States shared with the rest of the world, amounted to only P197,198,423, or $98,599,212 U. S. currency.

Undoubtedly, United States manufacturers and importers should show the same interest that foreign concerns do in securing staple products of the Philippine Islands, the production of which is merely in its initial stages. United States manufacturers and exporters should also be concerned in extending their trade in a variety of wares in a field which has been barely touched.

Will you not then assist in bringing a realization of these facts to United States manufacturers, importers and exporters and other persons interested in the extension of foreign trade?"

A statement of the items of merchandise which are shipped in and out of the insular possessions is herewith given, that interested readers may form some idea of the character of the various commodities which enter into the import and export trade of the Philippine Islands.

FOREIGN TRADE OF THE PHILIPPINE ISLANDS. FOR THE CALENDAR YEAR 1918

IMPORTS	P197,198,423
EXPORTS	271,365,071
TOTAL FOREIGN TRADE	P468,563,494

IMPORTS

Cotton and its manufactures	P58,018,016
Iron and steel, and their manufactures	24,507,970
Rice	16,433,585
Automobiles and parts of (incl. rubber tires)	6,525,665
Wheat flour	6,033,528
Silk and its manufactures	5,727,024
Fish and fish products	5,212,350
Fibers, vegetable and textile	4,723,153
Coal	4,662,349
Leather and its manufacturers	4,171,064
Meat products	4,128,539
Paper and its manufactures	3,683,982
Chemicals, drugs, dyes and medicines	3,341,434
Oil (not illuminating)	3,205,583
Dairy products	2,671,032
Vegetables	2,436,288
Illuminating oil	2,389,619
Electrical instruments and apparatus	2,218,768
Wood and its manufactures	1,772,346
Glass and glassware	1,747,445
Wool and its manufactures	1,743,095
Tobacco and its manufactures	1,569,330
Paints and pigments	1,391,785
Fruits and nuts	1,239,910
Books and other printed matter	1,211,292
Diamonds and other precious stones	1,199,781
India rubber and its manufactures (except automobile tires)	1,163,118
Plated ware, gold and silver	1,135,415
Breadstuffs	1,115,074
All other imports	21,819,853
Total imports	P197,198,423

FOREIGN TRADE OPPORTUNITIES

3120. Buenos Aires (Argentina). General importers and exporters desire to get in touch with local firms interested in extending their business in Argentina and Uruguay.

3121. Osaka (Japan). Exporters of brass, hemp braid, ginger, soyo bean oil, fish oil, etc., in large quantities, desire to get in touch with merchants importing these goods.

3122. Singapore (Straits Settlements). Exporters of para rubber, tin, sago flour, tapioca, pepper, sugar, gum copal, gum damar, etc., desire to get in touch with interested importers.

3123. San Francisco (Cal.) Danish firm wishes to act as representative for firms here exporting chemicals, spices, (flavoring, etc.) and raw materials for margarine manufacture.

3124. San Francisco (Cal.) Local firm having been appointed agents for a firm in New Zealand who desire to secure the representation of Pacific firms in the Dominion, would like to get in touch with manufacturers, etc., interested in getting their goods introduced throughout New Zealand.

3125. Alexandria (Egypt). Party would like to secure the agency in Egypt, the Soudan and the Near East, of a fire and shipping insurance company. Would also like to represent any importer and exporter desiring to extend their business to the above countries and Greece.

3126. Marseilles (France). Import firm wishes to get in touch with exporters to France and Colonies of all kinds of provisions.

EXPLANATION

Some time ago it was announced that Mr. J. Graham Riley of Melbourne would visit the United States and would be pleased to meet manufacturers of brewers and bottlers supplies, confectionery, chemical, pharmaceutical and similar preparations. Recent advices indicate that Mr. Riley, after reaching San Francisco, was taken ill and had to return to Australia.

Mr. Riley is the representative of Alfred Lawrence & Co., Ltd., of 527 Collins Street, Melbourne, who deals in the above mentioned lines.

INDO-CHINA'S NEW COMMERCIAL ATTACHE WILL BE STATIONED AT SAN FRANCISCO

Mr. Gaston Girand, Indo-China's new Commercial Attache to the United States, arrived in San Francisco April 17th and will make his headquarters here. It is stated by the French Consul-General that the new attache has a most interesting program which it is believed will do much to cement and develop the commercial relations existing between the French Colony and Pacific ports.

EXPORTS

Hemp		P116,383,100
Cocoanut oil		63,328,317
Sugar		31,608,780
Raw	P19,850,213	
Centrifugal	11,758,567	
Tobacco		27,150,626
Cigars	14,233,437	
Cigarettes	231,941	
Other Tobacco	12,685,248	
Copra		10,377,029
Embroideries		4,361,352
Magney		3,736,108
Cordage		1,733,968
Lumber		1,615,096
Knotted hemp		1,449,469
Hats		1,183,446
Shells		532,987
Sponges		421,083
Pearl buttons		181,330
Pearls		177,785
Gum copal		138,821
Export of foreign merchandise		5,568,116
All other exports		1,418,081
Total exports		P271,365,071

SAN FRANCISCO DISTRICT FREIGHT TRAFFIC COMMITTEE—DOCKETS

The San Francisco District Freight Traffic Committee has announced in the matter of their Docket No. 1222, the subject of which is "Nitrate of Soda carloads, from California to points in Eastern Defined Territory," that a hearing will be held at the rooms of the Committee, 64 Pine Street, at 10:15 A. M., May 20, 1919.

Docket 1336—(Hearing 10:30 A. M., May 13th)—Grog, minimum weight marked capacity of the car used, and second-hand brick, from Carnegie and Walden, Cal., to San Francisco, Oakland and Sacramento. Proposal to cancel present rates, class and commodity brick rates to apply after date of cancellation.

Docket 1338—(Hearing 11 A. M., May 13th)—Machinery (power), viz: bridge building, mining, smelting, stone-quarrying, electrical and iron-working. Proposal to publish rate of 80 cents per 100 lbs. in lieu of present rate of 69 cents per 100 lbs., from San Francisco, Oakland, etc., to Ogden, Salt Lake City, etc.

Docket 1297—Fruits and vegetables, fresh, switching, less than carload shipments to industries and private sidings. This docket was issued in error and is therefore cancelled.

Docket 1345—(Hearing 10:15 A. M., May 15)—Vinegar and cider, less carloads. Proposal to cancel commodity rates from Chico, Cal., to San Francisco, Oakland, etc.

Docket 1347—(Hearing 10:45 A. M., May 15th)—Machinery and machines, carloads. Proposal to cancel commodity rate from San Francisco and Oakland to Antioch, Cal.

Docket 1348—(Hearing 11 A. M., May 14th)—Beans or peas, dried, straight or mixed carloads. Proposal to cancel commodity rates from Arbuckle, Vilo, Elwood, Coromar, Ternez, Moorpark, Strathearn, Simi and Santa Susana, Cal., to San Francisco.

Docket 1349—(Hearing 11:15 A. M., May 15th)—Paint stain, in glass, boxed. Proposal to reduce rates from Eastern points to California Terminals and Intermediates.

Docket 1350—(Hearing 2 P. M., May 14th)—Perishable freight, less carloads. Proposal to publish a provision which will permit L. C. L. shipments of perishable freight to be moved from San Francisco and South San. Francisco to points south of Oxnard, Cal., to and including Los Angeles, under refrigeration.

Docket 1352—(Hearing 2:30 P. M., May 14th)—Cigars, cigarettes and tobacco, carloads and less. Proposal to make California terminal rates apply to points in Arizona and New Mexico.

Docket 1353—(Hearing 2:45 P. M., May 14th)—Fruit jams, jellies and butter, in bulk in barrels, carloads. Proposal to reduce rates, California terminals and intermediate points to Eastern points taking Group A to J rates, from 106½ cents per 100 lbs. to 90½ cents per 100 lbs., minimum weight 60,000 lbs.

Docket 1355—(Hearing 3:45 P. M., May 14th)—Condensed or evaporated milk. Proposal to reduce rate, Arcata, Loleta and Fernbridge, Cal., to San Francisco, from 30 cents to 26 cents per 100 lbs., minimum 36,000 lbs.

NEW REPARATION CIRCULAR

The Traffic Bureau is in possession of Circular No. 7 as recently issued by Mr. Edward Chambers, Director, Division of Traffic, United States Railroad Administration. This form outlines the proper method of procedure to be used in presenting claims for reparation growing out of transactions subsequent to January 1, 1918, and authorizes as grounds upon which requests for reparation may be based the following reasons: Where there was an error in publication; where through rates were charged which exceeded the aggregate of intermediate rates; where in special instances a charge was exacted which was manifestly unjust.

PLACEMENT BUREAU

DISCHARGED SOLDIERS AND SAILORS

103. Discharged Sergeant-Major, U. S. Army, desires position as general clerk in an office. Has had seven years experience in general office work.

104. Energetic young man, 28 years old, desires office or sales positoin. Hardware experience.

105. Discharged soldier, 8 years office experience. Thorough bookkeeper, credit man, correspondent and office man, wishes position of permanence and responsibility.

106. Recently discharged Navy man desires connection with wholesale concern, clerical or sales work. Can furnish very best of references.

GENERAL APPLICATIONS

1376. Young man, 36 years of age, desires clerical position, understands bookkeeping and general office work. Best of references. 5 years with steamship company, in freight department. Good on bills of lading and tariffs of Pacific Coast ports.

1377. Wanted position as purchasing agent, six years experience buying steel machinery, electrical supplies, coal, oil, lumber; also shipping and exporting.

1378. Young man, 21 years of age, with experience as salesman and bookkeeper would like a position where there is a good future.

1379. Salesman with executive ability, 20 years experience various lines, desires position as sales manager, salesman or purchasing agent.

1380. Strong resourceful salesman or salesmanager, open for connection where hard work and ability count. Young man, possessing tact, personality, knowledge of advertising and sales letters. Will consider only established progressive firm demanding high-class man.

SALES AGENTS WANTED

The Detroit Motor Parts Co. of 212 New Telegraph Building, Detroit, has addressed a communication to the Chamber in which is expressed a desire to secure a good man or manufacturers' agent, located in this city, to call on the trade in this section of the country.

The corresponding company claims to be manufacturers of parts for all makes of automobiles and to be selling to service stations and dealers throughout the country.

Lieutenant J. J. Moore, a patient in the Letterman Hospital, Ward 1, at the Presidio, San Francisco, is looking for a selling agent to represent the Moore Hat Co. of Los Angeles, in the territory comprising all of California north of Fresno and the States of Oregon and Washington.

PASSENGER ROUTE THROUGH THE BUTTE GATEWAY

The Traffic Bureau is in receipt of information from the United States Railroad Administration to the effect that tickets are now on sale from the East to San Francisco, which include the privilege of movement through Butte. The charge for this ticket is $8 higher than the fare applying via St. Paul, Billings, Ogden or Granger and direct lines through Seattle or Portland. We are also assured that an attempt is being made to secure a similar concession in connection with tickets for eastbound travel from California.

LOWER DEMURRAGE RATES

The Traffic Bureau learns that it has been agreed by the traffic and operating divisions of the United States Railroad Administration that demurrage rates shall be reduced to $2 per day for the first four days after free time and $5 per day thereafter, as soon as the tariffs can be printed and some odds and ends of changes in the rules can be formulated. This change will probably go into effect on or about May 1, 1919.

AN EXAMPLE OF FUTURE PROGRESS

The Pacific Coast Glass Works has purchased a tract of approximately thirteen acres of land on Railroad Avenue at Paul Street and the Southern Pacific tracks.

It is said to be the largest industrial site of its kind that has changed hands in the city of San Francisco for some time.

This acreage with its spur track facilities, being but fifteen minutes from Market Street, is an admirable site for the new plant of the Pacific Coast Glass Works, whose steadily increasing business necessitates the move from their present location at 7th and Irwin Streets.

This concern is a large manufacturer of flint glass bottles and jars of all descriptions and makes a specialty of packers and preservers glassware.

FACTORY BUILDING WANTED

A manufacturer of stock and poultry feed now located in Washington, is desirous of renting a two-story factory building on a lot 75x150 feet with rail and water transportation connections either in San Francisco or San Mateo County. A portion of a building with the required area may be considered.

Members having property available for this purpose may communicate with Paul E. Vollmer, Birmingham, Washington.

WAREHOUSE WANTED

The Industrial Department of the Chamber is in receipt of an inquiry from a local party who desires to lease a building, fireproof, not over 5 stories high and containing 75,000 square feet of floor space. Should be contiguous to water front and have spur track facilities. Will negotiate for building now erected or to be built.

The same parties also require 8,000 square feet of floor space in a one-story and basement building in the commission district.

Any information meeting the above requirements should be mailed to the Industrial Department of the Chamber of Commerce, 1001 Merchants Exchange Building.

EASTERN REPRESENTATION

Harry L. Lewenberg, Eastern Sales Representative of 27 School Street, Boston, Mass., writes to the Chamber of Commerce that he wishes to secure Eastern sales representation for Western manufacturers, and to make contact with members of this organization who are seeking an outlet for their products. He claims to be a graduate of the Massachusetts Institute of Technology, has had twelve years experience in manufacturing and selling and can furnish satisfactory bond and references.

WORKMENS' COMPENSATION LAW RULED NOT TO APPLY TO CONTRACTOR PERFORMING A CONTRACT WITH THE UNITED STATES

The War Department, Engineers Office, United States Army, 405 Custom House, San Francisco, informs the San Francisco Chamber of Commerce, through a circular letter that the Engineers office is in receipt of opinion by the Judge Advocate General of the United States Army, who is a law officer of the law department, dated November 13, 1918, as follows:

"The Workmen's Compensation Law of a State does not apply to a contractor and his employees performing a contract with the United States, whether the contract be performed on or off a military reservation, as such laws impose an added expense to the Government and tend to attempt to regulate the operations of the Government."

(Ops. J. A. G. 248.5, Nov. 13, 1918.)

It is the understanding that this does not in itself necessarily include informal procural matters made under proposal and acceptance, etc., unless an actually executed formal instrument, duly signed at the end by both parties and duly supported by bond or legally equivalent securities as otherwise required by statute, has been made.

BUSINESS WANTS

CITRIC ACID—Griffin Drug Co., 409 West 69th Street, Chicago, Ill., is in the market for citric acid.

GROCERIES, CANDIES, ETC.—Clinton W. Metzger, 2328 N. Street, Sacramento, Cal., desires to get in touch with wholesale dealers in groceries, candy, jellies and preserves.

DENTAL SUPPLIES—J. H. Hunt, 403 N. Harvey Street, Oklahoma City, Okla., desires to get in touch with dental laboratories and supply houses.

INVENTION—Arthur E. Anderson, Secretary Cooper-Case-Anderson Co., Filer, Idaho, wishes to get in communication with a firm equipped to handle the construction and installation of a patented process to prevent frost in orchards.

MACHINERY—Peter Mladineo, Manager Jugoslav Bureau, 6 West 48th Street, New York City, desires to get in touch with firms equipped to supply machinery for crushing olives.

LOGANBERRY JUICE—H. C. Schranck Co., 49 Biddle Street, Milwaukee, Wis., is in the market for loganberry juice.

PRODUCE PACKERS AND GRAPE SHIPPERS—Rinaldi, Amodeo & Co., 16 Charter Street, Boston, Mass., desires to get in touch with produce packers and grape shippers in San Francisco.

CHINESE AND JAPANESE GOODS—Joseph Rabhan, 301 E. Henry Street, Savannah, Ga., is in the market for Chinese and Japanese goods.

CAMEL HAIR BELT—W. Loaiza & Co., 22 Battery Street, San Francisco, are in the market to dispose of fifty feet of 18 inch double camel hair belt.

FILE HANDLES (Wooden)—Mapson Mfg. Co., 622 E. 8th Street, Los Angeles, Cal., is in the market for wooden file handles.

COFFEE—A. A. Brown Company, 230 California Street, San Francisco, are interested in securing a first-class Robusta coffee account in either Samarang or Socrabaya.

COTTON SEED CAKE AND THREE CORDED MAIZE—Lopez-Martini Corp., 50 East 42nd Street, New York City, is in the market for 3,000 tons cotton seed cake and 3,000 tons three-corded maize.

SULPHATE OF COPPER—Frank P. Peterson Co., Spear and Harrison Streets, San Francisco, desires to get in touch with manufacturers of sulphate of copper.

SOAP ROOT—Price M. Miller, Ancho, N. Mex., is in the market to dispose of soaproot.

GOVERNMENT BIDS

Proposals will be opened by the Zone Supply Officer at Fort Mason on April 29th for the purchase and removal of iron, steel, magazines and newspapers.

Details and specifications are on file in the Exchange Hall of the Chamber of Commerce.

The Material Disposal Section of Aircraft Production Board, Postal Telegraph Building, has for sale a large supply of machine tools and fixtures including drills, lathes, shapers, turrets, milling machines, etc.

Details and specifications are on file in the Exchange Hall of the Chamber of Commerce.

Bids will be opened at the Zone General Supply Depot at Fort Mason on April 30th for subsistence supplies including groceries, dried and canned vegetables, soap, tooth powder and toweling. Details and specifications are on file in the Exchange Hall of the Chamber of Commerce.

SALE AT CAMP KEARNY

There will be sold at public auction at Auxiliary Remount Depot No. 330, Camp Kearny, April 22, 1919, and continuing daily, commencing same hour until all animals are disposed of to the highest bidder, 600 cavalry horses, 200 artillery horses, and 2 mules. For further information address Commanding Officer, Auxiliary Remount Depot 330, Camp Kearny, California.

Knight-Counihan Printing Co.

SAN FRANCISCO
CHAMBER OF COMMERCE ACTIVITIES

Volume 6 | The Commercial, Financial, Industrial and Governmental Metropolis of the Pacific Coast | Number 18

Every Thursday —— May 1, 1919

1920

National Foreign Trade Convention

Secured for

San Francisco

—and—

FURTHERMORE BENEFICIAL AND LASTING RESULTS HAVE BEEN SECURED FOR THE CITY THROUGH THE INITIATIVE AND CONSTRUCTIVE WORK OF THE SPECIAL TRAINLOAD OF DELEGATES WHO LEFT THIS CITY FOR CHICAGO SUNDAY MORNING, APRIL 20TH.

Not only has the National Foreign Trade Convention precipitated heavy appreciation by the foremost business men of the country for the part San Francisco has played and will play in the affairs of the nation but it has caused a contraction of a raging spirit of enthusiasm among those exponents of foreign commerce who have attended the convention, which will become contageous upon their return among the business interests of our Western Metropolis.

Advices continually received, during the progress of the convention, indicate that this has been the most successful meeting in the history of the National Foreign Trade Council. The President of the Chamber and the delegates who attended expressed themselves as being greatly pleased with the way in which the special train and all arrangements at Chicago were handled. It is further stated that the San Francisco delegation was cordially received in Chicago and escorted with a fifty piece band and that San Francisco's successful efforts in securing next year's convention has created a fine impression and upheld the slogan, "San Franisco Knows How."

In the accomplishment of the gratifying results much credit must be given to the untiring efforts of Cruse Carriel, the local representative of the Daily Journal of Commerce, which delegated Mr. Carriel to report the convention. In fact President Koster has wired the Journal of Commerce requesting a leave of absence from San Francisco that he may attend all the meetings culminating from the convention.

IMPORTANT WORK INAUGURATED AT THE CONVENTION TO BE CONCLUDED AT WASHINGTON

President Koster called together at Chicago a meeting of the delegation from the leading Pacific ports, namely, Los Angeles, Portland, Seattle and San Francisco and prevailed upon these delegates to proceed to Washington and confer with Mr. Chambers, Traffic Director of the United Railway Administration in the matter of import and export freight rates. The delegation to Washington will comprise the following representatives: A. T. De Forest, J. K. Armsby, E. Avenali, Geo. E. Middlemas, C. P. Converse, J. G. Stubbs, Seth Mann and John S. Drum, all of San Francisco; Willis Booth, Vice-President Guarantee Trust Co. of New York

who will represent Los Angeles; A. C. Callan and W. R. La Roche of Portland and Gordon C. Corbaley, W. D. Benson, C. J. France and R. H. Parsons, all of Seattle. Mr. F. J. Koster, President of the San Francisco Chamber of Commerce was urged into acceptance of Chairmanship of the delegation. Mr. Koster will go to Washington immediately after the meeting of the United States Chamber of Commerce at St. Louis. Mr. Seth Mann, Manager of the Traffic Bureau of the San Francisco Chamber of Commerce, will attend the conference and has expressed his desire to have Mr. Stubbs, formerly of the Southern Pacific Railroad Co., also present.

The Secretary of the National Foreign Trade Council and Mr. C. P. Converse, Secretary of the Foreign Trade Committee of the San Francisco Chamber of Commerce, will arrange the details of the next national convention.

SHALL AMERICAN BUSINESS ENTERPRISE BE RESTRICTED?

Salient Points from the Address of Edward N. Hurley, Chairman of the U. S. Shipping Board, Before the National Trade Council Congress Hotel, Chicago, on the Evening of Friday, April 25th

There is unfortunately a disposition on the part of some people to regard with a degree of suspicion and distrust, a business or industry which grows rapidly and is exceptionally prosperous, and an unwarranted feeling that its achievements are brought about by unfair methods.

* * *

We are today on the threshhold of a new era.

* * *

Ships are the controlling factor in the development of foreign trade. We want to put the best American initiative behind the operation of our new merchant marine. We want to get rid of red tape and the possibility of stagnation.

* * *

Here we find some cloistered critics asserting we will never be able to compete with British shipping. Over in England you hear critics saying Great Britain will never be able to compete with us.

* * *

We have not worked in the dark in evolving a plan for the operation of the American Merchant Marine. Those who advocate any operating plan not based upon official information in regard to cost of operation and construction, are apt to make costly mistakes.

* * *

As a nation we have never been lacking in perseverance, energy, enterprise and skill. We have developed an enormous purchasing power at home. There is no reason why we cannot do the same in the markets of the world.

* * *

We must show that we play fair in business, just as we demanded fair play in International Law. We fought for that principle. But the American instinct for a fair deal is strong enough to bring about its establishment as a fundamental principle of national business conduct.

* * *

Our foreign competitors will compete fairly. They understand now better than ever before the evil of unfair competition. It was hard to distinguish between Germany's commercial enterprises and Germany's government.

* * *

If we devote our time disparaging the products of our business rivals, we hurt business generally, reduce confidence and increase discontent. The best way to get new business is not to undermine a competitor, but to create new markets and encourage increased demand.

* * *

Business should not get into the habit of relying upon the government to solve difficulties which can be overcome by ordinary business skill and honest methods.

* * *

Most business problems require common sense rather than legal reference. They require good judgment and honesty of purpose rather than reference to the courts.

* * *

It is the spirit of mutual helpfulness which has made the United States the greatest producing nation.

* * *

The American workman will protect this country against the infection of Bolshevism.

* * *

Foreign goods should not be permitted to be dumped in our markets at ruinous prices, nor should our business men employ similar methods in foreign markets. This is a vicious practice of unfair competition.

RUSSIAN-AMERICAN EXPORTER

Walde Klor & Co., Inc., of this city, pioneers in bringing the Russian buyers and consumers in direct connection with the American wholesalers, exporters and importers, etc., are issuing a Russian Trade Journal "The Russian-American Exporter," a monthly publication printed in the Russian language, and devoted to the interests of American exports to Eastern Siberia, Manchuria and the Orient.

The above mentioned Eastern markets are now gradually resuming their normal condition. These markets are overburdened with the accumulation of raw materials and produce, the exportation of which must be offset by the importation of American manufactured goods, for which there is a great demand.

For any information refer to Walde Klor & Co., Inc., Hearst Building, San Francisco, Cal.

BRANCH OF THE AMERICAN-RUSSIAN CHAMBER OF COMMERCE ORGANIZED IN SAN FRANCISCO

The American-Russian Chamber of Commerce has entered into arrangements with the San Francisco Chamber of Commerce whereby the San Francisco Chamber of Commerce becomes an Organization Member of the American-Russian Chamber of Commerce. This will furnish the American-Russian Chamber of Commerce with direct representation on the Pacific Coast and will enable them to work in close cooperation with the San Francisco Chamber of Commerce in furthering the interests of American firms in connection with Siberian trade.

ENEMY TRADING LIST WITHDRAWN NOTE EXCEPTIONS

"Acting concurrently with the competent authorities of the associated governments, the War Trade Board announces that on April 29, 1919, all enemy trading lists heretofore issued or compiled by the War Trade Board will be withdrawn. On and after April 29, 1919, all disabilities heretofore attached to trade or communication with persons included in such lists shall cease to operate and all persons in the United States will be authorized subject to the other rules and regulations of the War Trade Board, and except as hereinafter provided, to trade and communicate with all persons outside of the United States with whom trade and communication is prohibited by the Trading with the Enemy Act.

"The foregoing action does not modify or affect in any respect the present restrictions against trade and communication between the United States and Germany or Hungary, nor does this action authorize trade with respect to any property which heretofore, pursuant to the provisions of the Trading with the Enemy Act as amended, has been reported to the Alien Property Custodian or should have been reported to him, or any property which heretofore, pursuant to the provisions of said act, the Alien Property Custodian has siezed or has required to be conveyed, transferred, assigned, delivered or paid over to him.

"The associated governments in taking the foregoing action have reserved the right to issue the Enemy Trading List and revive the disabilities herein above mentioned should such action become necessary."

CHARITIES ENDORSEMENT COMMITTEE

Uniformed Men Barred Selling Benefit Songs

Military Authorities Brand Button and Paper Schemes as Frauds — Girls to Handle Sheet "Listening Post" Proceeds Were Never Misrepresented by Boys However

Military authorities at the Presidio branded as frauds the efforts of men in uniform selling songs, buttons and papers on the streets of San Francisco "for the benefit of wounded men" or "men in the service."

This announcement came coincidently with orders from Washington prohibiting uniformed men from selling hospital papers on the streets. Letterman General Hospital patients have been selling the official hospital newspaper, "The Listening Post," on the streets, but this no longer will be permitted. In the future "The Listening Post" will be sold only by girls from the War Camp Community Service, Boy Scouts and other authorized civilians.

Publication's Sales Fair

It was made plain, though, that this publication is not being sold "for the benefit of wounded men." At the hospital headquarters it was said the publication was issued solely to promote the morale of the patients and to give the folks at home news of the activities of the men, but none of the proceeds go to buying food, clothing or anything of this kind. The proceeds support the paper solely.

The military warning was directed particularly at the practice of selling songs and buttons on the street and advertising that the proceeds are used for the benefit of the men in the service. A button manufacturer applied to Captain A. E. Brown, Adjutant at Letterman Hospital, last week for permission to have a number of wounded men sell buttons on the streets.

Men Offered Commissions

The men were to be given 15 cents on each button sold for 25 cents and the manufacturer would keep the other 10 cents. The permission was denied him.

Booklets on the war containing history and unauthorized matter have been sold from house to house at $1 each with the statement that the money is used for the benefit of the men in the Service. To each inquiry over the telephone on the merits of these publications the hospital authorities have said they were frauds.

(The above news item is reproduced from the San Francisco Chronicle of April 24, 1919, for the information of our members)

EXPORTS AND IMPORTS OF SAN FRANCISCO FOR MARCH, 1918 AND 1919

Compiled by the Foreign Trade Department, San Francisco Chamber of Commerce.

	EXPORTS		IMPORTS	
	1918	1919	1918	1919
France	$ 129,261	$ 41,400	$ 44,967	$ 20,426
Russia	27,077	.....	.....	.....
Italy	.....	.....	5,184	9,862
Netherlands	.....	.....	.....	45,051
Norway	.....	.....	.....	1,074
Sweden	.....	.....	27,867	5,524
England	38,845	512,710	.....	34,637
Scotland	.....	135	18,100	1,574
Canada	822,067	648,997	169,944	172,982
Ireland	.....	.....	11,389	4,008
Cuba	.....	.....	12,664	3,386
Costa Rica	17,871	19,368	182,070	90,216
Guatemala	47,278	78,557	393,845	805,296
Honduras	20,511	42,466	.....	36,373
Nicaragua	85,937	74,457	352,295	95,103
Panama	156,467	50,114	410	36,648
Salvador	50,016	116,145	645,109	470,314
Mexico	403,154	617,515	1,311,843	152,131
Chile	359,709	101,501	357,444	72,615
Colombia	3,567	20,447	.....	.....
Bolivia	10,889	41,049	.....	.....
Ecuador	15,866	61,010	4,832	842
Paraguay	266	.....	.....	.....
Peru	102,023	124,635	25,930	118,866
China	1,506,885	2,636,546	2,814,735	878,423
Japanese China	54,230	173,292	.....	.....
Chosen	9,567	124,656	.....	.....
British India	677,277	60,319	6,558,024	942,125
Straits Settlements	342,436	29,010	2,212,796	4,907,770
Other Br. East I.	44,119	567	1,235,532	70,949
Dutch East I.	127,020	2,270,895	2,693,932	1,524,876
French East I.	11,389	27,042	.....	77,884
Hongkong	249,535	631,033	.....*	.....*
Japan	4,577,461	9,857,125	1,677,646	1,568,220
Russia in Asia	.....	151,591	.....	.....
Siam	91,483	60,672	.....	.....
Australia	2,336,965	1,951,503	889,488	839,885
New Zealand	549,776	302,430	559,036	594,797
Other Br. Oceania	7,162	16,031	135,996	771,312
French Oceania	121,256	76,758	202,117	221,344
German Oceania	32,865	17,563	2,270	195,640
Philippines	2,282,532	2,626,603	5,827,023	2,474,681
Br. South Africa	.....	32	.....	.....
Fr. Africa	.....	.....	.....	18,233
Grand Total	$15,312,762	$23,564,174	$28,372,487	$17,262.067

*Hongkong is included in China in Imports.

ADVANCE IN PASSENGER FARES

The United States Railroad Administration has advised the Railroad Commission of the State of California of a proposal to increase the present fares between San Francisco and Fleming, Nobel, Vigorite, Bates, Stege and Richmond. The new fares will be based upon a rate of 3 cents per mile.

The Railroad Commission will hold a public conference in their offices at 2 P. M. on Monday, May 5th, and any objections to the above fares should be presented at that time. The Traffic Bureau will be pleased to cooperate with anyone who desires to protest.

San Francisco Chamber of Commerce Activities

Entered as second-class matter January 7, 1915, at the Post Office at San Francisco, California, under the act of March 3, 1879. Subscription Price, Fifty Cents per year.

Published weekly by the

San Francisco Chamber of Commerce

Merchants Exchange Building
465 California Street
San Francisco

For What You Want to Know —— Call KEARNY 112

CALIFORNIA PRODUCTS WINDOW DISPLAY WEEK

How often have you heard the question asked "Are such and such articles produced or made in California?"

This question will be answered during the week of May 5th to 10th, which has been proclaimed by the Governor as "Made in California Week," and he has requested merchants all over the State to make special window displays that week in their stores of the products or manufactures of California.

No better opportunity will be offered to advertise to visitors and to our own citizens the extent of the resources of the soil, the mines and the industrial plants of California than during this week. Practically every merchant carries in stock many California productions and can make a display in his window of such articles for that week as will be an advertisement for his store. This is to be a state-wide display in which all cities and towns in California are to participate.

The Chamber of Commerce urges all merchants in San Francisco to make particularly attractive window displays from May 5th to May 10th of such California products as they have in stock or can procure for this occasion.

COL. HEUER ON HARBOR IMPROVEMENTS

1. Attention is invited to the following provision in the next-to-the-last paragraph of Section 1 of the River and Harbor Act approved March 2, 1913:

"It is hereby declared to be the policy of the Congress that water terminals are essential at all cities and towns located upon harbors or navigable waterways and that at least one public terminal should exist, constructed, owned, and regulated by the municipality, or other public agency of the state and open to the use of all on equal terms, and with the view of carrying out this policy to the fullest possible extent the Secretary of War is hereby vested with the discretion to withhold, unless the public interests would seriously suffer by delay, moneys appropriated in this Act for new projects adopted herein, or for the further improvement of existing projects if, in his opinion, no water terminals exist adequate for the traffic and open to all on equal terms, or unless satisfactory assurances are received that local or other interests will provide such adequate terminal or terminals. The Secretary of War, through the Chief of Engineers, shall give full publicity, as far as may be practicable, to this provision."

2. In order that this subject may be given the full publicity contemplated by the law I am reporting the matter to Chambers of Commerce and other similar bodies at localities in this district under improvement by the Federal Government.

3. It is requested that the foregoing be communicated to any persons known by you to be interested in the improvement and who, not being known to this office, do not receive a copy of this communication.

W. H. Heuer, Colonel, U. S. Army, Retired.

TRADE AT A GLANCE BY BRADSTREETS

SAN FRANCISCO
- Wholesale and Jobbing Trade—Good.
- Retail Trade—Good.
- Manufacturing and Industry—Active.
- General conditions—Good.
- Collections—Good.

SEATTLE
- Wholesale and Jobbing Trade—Good.
- Retail Trade—Good.
- Manufacturing and Industry—Better.
- Collections—Fair.
- Outlook—Favorable.

SPOKANE
- Wholesale and Jobbing Trade—Good.
- Retail Trade—Fair.
- Manufacturing and Industry—Fair.
- Collections—Good.
- Crop conditions remain favorable.

PORTLAND
- Wholesale and Retail Trade—Good.
- Manufacturing and Industry—Fair.
- Collections—Fair.

LOS ANGELES
- Retail Trade—Good.
- Wholesale Trade—Good.
- Manufacturing and Industry—Good.
- Collections—Good.
- Strong tone maintained.
- Considerable number of new retail establishments opening.

DUN'S REVIEW

According to a report accredited to the district office of the Forest Service, the saw mills of California cut 1,208,950 thousand feet during 1918, which is a decrease of 147,881 thousand feet over 1917. The loss is believed due to unfavorable weather conditions and a shortage of satisfactory labor incident to the war.

Lumber trades show considerable change over a month ago. The building of small homes here and similar activity in the East has created a good demand for small dimensions suitable for that class of construction.

Not long ago there was reported quite a surplus of these sizes due to the fact that mills were cutting larger timbers and the side cuts accumulating. The situation is now quite reversed and there is no longer any great demand for the larger cuts. The actual construction under way in the larger cities in the district is not abnormally large but there is reported excellent activity in the country and small outside yards who having allowed their stocks to become short and broken, are buying freely. Mills too, have felt the increased demand and prices have advanced, late quotations being $2 to $3 higher. In order to obtain an efficient and economical production a certain amount of large stuff must be cut and this, with the eight hour working day, have been factors in increasing the costs.

Hardwoods are reported somewhat easier, especially that of domestic origin, though there is not an over-plentiful supply in local yards. Building hardware is beginning to show some life, the natural result of increased building.

Cigar jobbers selling the saloon trade, are operating very cautiously, but the volume of trade holds up well, and collections in this department generally are reported fair to good.

Automobile trades show excellent activity. The demand for new cars has greatly exceeded the expectation of dealers, who now find that they did not contract for a sufficient number and they are having difficulty in making deliveries. This shortage of new cars naturally affects the markets for used and rebuilt models which are active and prices are good. Accessories too, are moving well and while there is good demand for tires, stocks are heavy and prices tending to ease off.

Money is easy, due to slackened demand caused by the waiting attitude of business until after the Victory Loan is disposed of. Bank deposits are heavy. High-class state and utilities issues are being absorbed rapidly. The prevailing rate of commercial paper is 5½% to 5¼%.

NEW MEMBERS SINCE LAST REPORT

Allen, Horace H., Silverware (Mfg.), 150 Post Street.

Bier-Lucas-Schick & Co., Importers and Exporters, 903 Chronicle Building.

Clarke Co., C. B., Shipwrights, 24 California Street.

Commercial Bank of Spanish America, Ltd., Bank, 465 California Street.

Corbusier, Francis A., Insurance Fund Mgr. and Surety Engineer, 606 American National Bank Building.

Corcoran Candy Co., William, Candy Mfrs., 49 Fremont Street.

Durham, R. L., Federal Tax Service, 409 Washington Street.

Eaton Laboratories, Chemists and Bacteriologists, 340 Sansome Street.

Fabrica de Cemento "Aguila" S. A., Exporters and Importers, 310 Balboa Building.

Foundation Co., The, Engineers and Contractors, 424 Holbrook Building.

General Motors Acceptance Corp., Commercial Paper, 430 California Street.

Grimmett Linotyping Co., 345 Battery Street.

Haywood, T. G., Exporters and Importers, Alaska Commercial Building.

Hewitt Rubber Co. of California, Automobile Tires and Mechanical Goods, 1210 Claus Spreckels Building.

Kyle & Co., Steel Bars and Wire, 644 Call Building.

Levy & Co., Louis, Raw Furs, 742 Market Street.

Lewis & Gilman, Ltd., Mine Operators, 1012 Hobart Building.

McGinnis, David Robert, Trade Development, 245 California Street.

McKenney, M. E., Western Mgr. Denby Motor Truck Co., 425 Rialto Building.

Machinery Sales Agency, Mining Machinery and Supplies, 408 Hobart Building.

Meadows Webb Co., Import and Export, 24 California Street.

Myers & Schwartz, Mfrs. Agents, Exporters and Importers, 75 New Montgomery Street.

Pacific Steel and Boiler Co., Steel Boilers, Tanks, etc., 322 Monadnock Building.

Parker Company, The, Importers and Exporters, American National Bank Building.

Pos & Seidel, Commission Merchants, 260 Russ Building.

Rivas & Co., F. P., Importers and Exporters, 816 Balboa Building.

Rodick, Geo., Investments, 619 Kohl Building.

Roth, Edmund W., Western Mgr. Champion Machinery Co., 407 Stockton Street.

Schilling, C., Occidental and Oriental Trading Co., 973 Monadnock Building.

Sierra Electric Co., Electric Equipment, 619 Call Building.

Tate Grimes Co., Bags, Burlap, Twines, 68 Post Street.

Worth-Mowry Drayage Co., Drayage, 84 Second Street.

TRANS-PACIFIC MAILS

The following sailing dates and closing times of Trans-Pacific Mails are based on the latest information furnished by steamship companies. They are subject to change on notice. Paper mail for Hawaiian and Philippine Islands closes one hour earlier than time given.

Destination	Steamer	Leave	Date	Ordinary Mail Closes Ferry	Registered Mail Closes Ferry
Australia and West Australia	Sonoma	S. F.	May 6	11:30 am	11:00 am
	Niagara	Seattle	May 10	9:20 am. May 8	8:00 pm. May 7
New Zealand	Moana	S. F.	May 5	8:30 am	8:00 am
	Sonoma	S. F.	May 6	11:30 am	11:00 am
	Niagara	Seattle	May 10	9:20 am. May 8	8:00 pm. May 7
China	Venezuela	S. F.	May 3	10:30 am	10:00 am
	Monteagle	Seattle	May 9	9:20 am. May 7	8:00 pm. May 6
	Nankin	S. F.	May 10	10:30 am	10:00 am
Japan	Venezuela	S. F.	May 3	10:30 am	10:00 am
	Mexico Maru	Seattle	May 7	9:20 am. May 5	8:00 pm. May 4
	Monteagle	Seattle	May 9	9:20 am. May 7	8:00 pm. May 6
	Nankin	S. F.	May 10	10:30 am	10:00 am
Hongkong	Venezuela	S. F.	May 3	10:30 am	10:00 am
	Monteagle	Seattle	May 9	9:20 am. May 7	8:00 pm. May 6
	Nankin	S. F.	May 10	10:30 am	10:00 am
Dutch East Indies	Venezuela	S. F.	May 3	10:30 am	10:00 am
	Monteagle	Seattle	May 9	9:20 am. May 7	8:00 pm. May 6
	Nankin	S. F.	May 10	10:30 am	10:00 am
Hawaii	Venezuela	S. F.	May 3	11:30 am	11:00 am
	Sonoma	S. F.	May 6	12:30 pm	12:00 m
	Moana	S. F.	May 6	2:30 pm	2:00 pm
	Nankin	S. F.	May 10	11:30 am	11:00 am
Manila, P. I.	Venezuela	S. F.	May 3	10:30 am	10:00 am
	Mexico Maru	Seattle	May 7	9:20 am. May 5	8:00 pm. May 4
	Monteagle	Seattle	May 9	9:20 am. May 7	8:00 pm. May 6
	Nankin	S. F.	May 10	10:30 am	10:00 am
Tahiti	Moana	S. F.	May 5	8:30 am	8:00 am
U. S. Shanghai	Venezuela	S. F.	May 3	10:30 am	10:00 am
	Monteagle	Seattle	May 9	9:20 am. May 7	8:00 pm. May 6
	Nankin	S. F.	May 10	10:30 am	10:00 am
Straits Settlements	Via New York unless specially addressed via Pacific steamers				

FOREIGN TRADE OPPORTUNITIES

3127. Harbin (Manchuria). Merchant at Harbin dealing in all kinds of leather, shoe findings, shoe makers' tools, canvass and felt for shoes, chamois skins, rubber heels, soles, etc., is desirous of opening an account with firm exporting these articles, with whom they can exchange raw materials, such as Siberian and Chinese hog bristles, horses tails and manes, ermine, fox and other Siberian skins and furs. Would like price list, samples, etc.

3128. Amsterdam (Holland). Firm desires to represent in Holland, exporters of salmon, lobster and fruits.

3129. Laredo (Texas). Merchant desires to get in touch with importers and exporters of foodstuffs and sugar to Central America.

3130. Sydney (Australia). Agent in Sydney is desirous of getting in touch with manufacturers of advertising novelties and specialties.

3131. San Francisco (Cal.) Import and export merchant in Colombo, Ceylon, desires to get in touch with local firms; exports dallum, gems and jewelry, tea, rubber, copra, cocoanuts, oils, fibres, cocoa, etc.; imports, jewelry, fancy goods, perfumery, spirits of wine, drugs and chemicals, textiles, rice, hardware, etc.

3132. San Francisco (Cal.) The British Consulate has received a general inquiry as to firms interested in the following commodities: cycle lamps (to burn oil), telescopes, sextants, mirrors, and colored shades, microscopical cover glasses and slides.

3133. Kingston (Jamaica, B. W. I.) Firm desires to get in touch with importers of coffee beans, cocoa, pimento, root ginger, kola nuts, annatto, dividivi, goatskins, cowhides, wool, orange oil, limejuice, honey, beeswax, sarsaparilla, rum and sugar.

3134. Bucharest (Roumania). American commission company desires to get in touch with firms contemplating doing business in Roumania.

3135. Kobe (Japan). Japanese firm is in the market for woolen rags, paper stock, metal, rubber and cotton. Are in a position to buy in large quantities.

SHIPPING POLICY TO BE DISCUSSED

Washington, D. C., April 29, 1919

Converse:

San Francisco Chamber of Commerce,
San Francisco, Cal.

Shipping Board has adopted resolution inviting committees of five from American Steamship Association, Pacific Coast Shipowners Association, Chamber of Commerce, United States America, Importers and Exporters, National Foreign Trade Council, Farmers Alliance, National Merchant Marine Association, American Federation Labor, Bankers Association, National Association Manufacturers, for informal round table discussion shipping policy at date yet to be fixed depending upon how soon committees can report.

(Signed) Edwin H. Duff.

FRENCH INDO-CHINA AFTER SAN FRANCISCO BUSINESS

In the last issue of the Activities it was announced that Mr. G. Giraud, Commercial Attache for French Indo-China in the United States would be permanently located in San Francisco. Since that announcement an interview has been had between the office of the Chamber and Mr. Giraud and it is found that he has a very interesting story to tell.

French-Indo China, at the present time, is a country of about sixteen million people whose almost entire import and export business has been done through intermediaries in other Oriental countries and according to the newly located commercial attache, it is now the desire of these people to deal direct with American manufacturers and business houses. Closer relationship is desired particularly with the western cities of the United States and it is for this reason that San Francisco will house the offices of Indo-China's representative about the first of next month. Prior to the opening of this office Mr. Giraud will make a special trip to New York and to Washington, D. C.

The tentative plans in the establishment of San Francisco headquarters include the maintenance of exhibits of such commodities as this section of the Orient produces and in which American merchants might be interested, the organization of a Franco-American corporation to finance the development of commercial relationship between the two countries and the presentation of proper incentives for the establishment of better steamship facilities. Cargo carriers aremostly in demand, but supplemental to this passenger traffic will be encouraged for it is claimed that many inducements can be offered in soliciting tourist travel to one of the quaint and most ancient sections of the old world.

Opportunity is presented for American capital for the reason that French finances will be heavily occupied in the reconstruction of European France.

The chief productions of Indo-China are rice, coal, rubber, various ores, cotton, spices, paper, fish, hides, gums and lacquers, teak wood, tea and coffee and many vegetable oils.

The heaviest demand for American made goods at the present time are in the line of machinery, provisions, automobiles, agricultural implements, house furnishings, including builder's hardware and cutlery, steel, drygoods and manufacturers' equipment.

Mr. Giraud's office will probably be in the French Bank Building and it will be his purpose to personally familiarize any interested business men with the conditions and procedure customary in acquiring a portion of the trade which may be had with the provinces which he represents.

OPPORTUNITY IN AUSTRALIA

The Foreign Department is in receipt of a letter from the Agency and Indent Department of W. W. Campbell & Co., Ltd., of Sydney, N. S. W., in which they inform this office that their Mr. Arthur A. Campbell will arrive in New York early in June for the purpose of opening further trade relations with manufacturers of the following lines:

Aluminum goods, holloware goods, E. P. ware, kitchen and cooking utensils, cutlery, crockery, glassware, art metal ware, brass goods, clocks, leather goods, imitation leather, veneers, wall papers, varnishes, bath fittings, furniture manufacturer's supplies and machinery, go-carts, furniture, generally (including camp beds, cots, etc.), builders hardware and supplies, typewriters, sewing machines, ice chests, pianos and organs, toys, furnishing drapery of all kinds, and specialty and branded goods of every description.

The correspondent states that the firm is prepared to accept sole agencies for any approved lines. Correspondence may be addressed to Mr. A. A. Campbell, c/o Guaranty Trust Company, 140 Broadway, New York, for further information.

OPPORTUNITY IN AUSTRALIA AND NEW ZEALAND

Allied British Commerce, Ltd., with offices in 305 Cunard Building, have addressed an interesting communication to this office in which they submit a list (too long for publication herein) of articles, commodities and products in which they are interested for import and export to or from Australia and New Zealand. Interested persons may read the communication in the Foreign Trade Department of this office or may apply to 305 Cunard Building, direct, for further particulars.

REPRESENTATION

The Danish-American Trading Company has opened its New York office in the Berkeley Building, 19 West 44th Street, and are in the market for the following products:

Foodstuffs, metals, hardware and tools, leather goods, textile goods, oils, grains, antos, rubber goods, carpets, furniture, office appliances, machinery, twine, rope and yarn.

TRAFFIC BUREAU

SAN FRANCISCO DISTRICT FREIGHT COMMITTEE—DOCKETS

Docket 1357—(Hearing 10:15 A. M., May 15th)—Soap powder and washing compounds, etc. Proposal to reduce rate San Francisco to Guaymas and Emplame, Mexico, to $1.00 per 100 lbs., minimum weight 40,000 lbs.

Docket 1359—(Hearing 10:45 A. M., May 15th)—Ship chandlery, less carload. Proposal to reduce rates from Eastern points (Groups A to E inclusive) to California terminals.

Docket 1370—(Hearing 3:45 P. M., May 15th)—Wood pulp, carloads. Proposal to reduce rate, San Francisco to Antioch, Cal., from 7½ cents to 4½ cents per 100 lbs., minimum 50,000 lbs.

Cancellation Notice, Docket 35—Spelter and lead, straight or mixed carloads, from San Francisco and Selby, Cal., to Ajo, Ariz. Request for the establishment of a commodity rate has been withdrawn. Docket No. 35 is cancelled.

Cancellation Notice, Docket 1214—Fertilizer, carloads, from San Francisco to Mococo and Peyton, Cal. Investigation develops that shipments are now moving, therefore request for cancellation has been withdrawn. Docket 1214 is hereby cancelled to clear records.

Docket 1373—(Hearing 10:45 A. M., May 20th)—Sheet iron air tight heaters, carloads. Proposal to cancel commodity rates from San Francisco to Fresno, Bakersfield, etc., and from San Francisco and Oakland to Stockton, Cal.

Docket 1375—(Hearing 11:15 A. M., May 20th)—Sand and gravel, carloads. Proposal to cancel rate of 4¼ cents per 100 lbs. from Marysville, Cal. to San Francisco, allowing the combination rate of 8 cents per 100 lbs. to apply.

Docket 1379—(Hearing 2:30 P. M., May 20th)—Canned fish, fruits, vegetables, etc. Proposal to cancel commodity rates from Sebastopol, Cal. to San Francisco and Tiburon, Cal.

Docket 1381—(Hearing 3:00 P. M., May 20th)—Cocoanut oil, in packages. Proposal to increase rates from San Francisco, Oakland, etc. to Winnipeg, Manitoba, to 112½ cents per 100 lbs.

ROUTING AND SAILING DAYS

The Traffic Bureau learns that under date of April 19th the following announcement was given out from the office of the Director-General, United States Railroad Administration:

"As a result of conference with representatives of the National Industrial Traffic League and some of the State Railroad Commissioners regarding the movement of less-than-carload freight, decision has been reached as follows:

"Shippers shall not be deprived of the right to route less-carload freight over any line at the legal rates applicable or of delivering it at any point of origin to such carrier on any week day except holidays during the established hours of service. Preferred routes will be established on the basis of convenience of patrons, economy, dispatch and proper destination of railroads not under federal control, and less-carload freight will be routed accordingly except when routed by shipper at shipping points.

"Where it can mutually be arranged between representatives of the shipping public and the carriers, schedules will be arranged covering forwarding of less-carload freight from such points in through cars or set-out cars on specified days, it being understood that such cars be forwarded daily except Sundays and holidays, when tonnage is offered in insufficient amount.

"Peddler cars are to be operated on all week days but holidays except when a less frequent service meets the requirements. The foregoing shall not be contrued as requiring the establishment of additional train service."

INCREASE IN RATES BETWEEN SAN FRANCISCO AND RICHMOND

The Traffic Bureau is advised that the Richmond Navigation & Improvement Co. has petitioned the California Railroad Commission for permission to advance their rates between San Francisco and Richmond. These advances will amount to approximately 5 cents per 100 pounds. Parties desiring to enter objection against this proposal should communicate with the California Railroad Commission direct or through this Bureau.

MARINE DEPARTMENT

This department has been advised from Washington, D. C., through the United States Shipping Board, stating, that the Board has authorized the sale of the following wooden vessels: Alvada, Banago, Coyote, Red Cloud, Wahkiakum, Belding, Latoka, Lone Star, Alapaha, Nameeki, Bagosi, Bromela, Aowa, Beloit, Kanabec, Paseagoula, Campello, Yehama, Manada, Mattapan, Wayucan, Lewiston, Dancey, Harrish, Agria. Sealed bids will be received at the Secretary's office, Washington, D. C., May 5th. The Board reserves the right to reject any and all bids. Vessels may be transferred to foreign registry if desired. Inspection and full particulars of all vessels available on application.

Barge Celtic Monarch, since being re-rigged into a ship, has been renamed James Rolph; the vessel is now in port loading barley for the United Kingdom under charter to Balfour, Guthrie & Company.

Ten steamers under the Russian, Japanese and British flags are enroute to this port from New York, to be bunkered by the King Coal Company, after which all will proceed to Oriental ports for discharge.

Pacific Mail Steamship Company's Steamer Venezuela arriving here last week from Oriental ports, brought among her cargo $2,500,000 in treasure and large shipments of rubber, rice, spices, raw silk and tea, etc.

Advices received at this department from Washington, D. C., last week, were to the effect that the Shipping Board is about to cancel contracts for 2,000,000 tons of steel ships, and may cancel all outstanding contracts for steel ships in instances where keels have not yet been laid.

Under charter to Balfour, Guthrie & Company the Schooner Columbia River left here last week for Puget Sound to load 1,600,000 feet of lumber for Sydney.

The next Pacific Mail Steamship Company's steamer to arrive here from the Canal Zone is booked to arrive on May 18th, this will be followed by another steamer ten days later.

The Barkentine Annie M. Rolph arrived in Port Arthur, Texas, on April 24th last, from this port, in tow of the Tug Relief, where the vessel will load oil for Madagascar. This is one of the longest tows accomplished in many years from this Coast.

Shell Oil Company's three tankers, the Silver Shell, Gold Shell and Pearl Shell, each with a carrying capacity for 8,500 tons of crude oil, are in port at Tampico loading for this city, after which the three tankers will proceed to the Orient with kerosene, thence to Borneo where oil will be loaded for England, thence back to Tampico in ballast, again loading crude oil for this city. All three steamers have been carrying fuel in the war zone since their completion.

The San Francisco & Portland Steamship Company will resume the freight and passenger service, heretofore given between San Francisco and Portland, with the sailing of their Steamer Rose City from this port on May 1st.

W. R. Grace & Co. have notified this department, that the new Swedish Motorship Balboa, of the Johnson Line, will load in June at Gothenburg for the Pacific Coast. This is a new vessel, recently completed for the company, which operated four other motorships on the run between Scandinavian ports and San Francisco, prior to 1917.

Standard Oil Company will load the Steamer Comanche out of this port next month for the United Kingdom, with 45,000 barrels of lubricating oil.

The following Shipping Board steamers were chartered last week to load barley here for the United Kingdom or Continent at the rate of $31.00 to the above or $30.00 to a direct port of discharge: Steamers Bancroft, Barrington, Dungeness, Darrah and Bloomington, and will be loaded by the following: G. W. McNear, Inc., E. L. Eyre & Company, E. C. Evans & Son and Strauss & Company. Each vessel has a carrying capacity for about 3,000 tons.

BUSINESS WANTS

HAND ORGAN—Berry & Co., 424 Hennessy Building, Butte, Mont., are in the market for a hand organ.

DRIED FRUITS—Mark Holomboe, of John Davis & Co., 807 Second Ave., Seattle, Wash., is in the market for dried fruits in wholesale quantities.

STEAM PLANT—E. A. McIntosh, Jordan, Mont., is in the market for a light engine and boiler to be used for a small steamboat.

PUMPING PLANT—Joseph Galliano, Box 258, Route A, Clovis, Cal., is in the market for pumping plant for irrigation project.

OSTRICH FEATHERS—Mrs. O. M. Broome, 2921 Emerson Ave., S. Minneapolis, Minn., is in the market for natural ostrich feathers wholesale.

BARLEY BAGS—Mante & Company, New Orleans, La., desire to get in touch with San Francisco shippers of barley to the East, with a view of buying bags at Eastern points.

TANK CARS—Dodwell & Co., Ltd., 160 California Street, San Francisco, is in the market to dispose of five tank cars 6,250 and 6,580 gallon capacities.

WOOD PULP—W. J. Byrnes & Co., 401 Washington Street, San Francisco, desires to get in touch with manufacturers of wood pulp.

CARDED WOOL—Mrs. A. M. Fosdick, R. R. 6 Box 37, Bakersfield, Cal., is in the market for carded wool.

ASBESTOS—B. C. Smith, Casper, Wyo., is in the market to dispose of an asbestos deposit.

ANILINE DYES—American Wooden Products Co., 2704 Santa Fe Ave., Los Angeles, Cal., wishes to communicate with manufacturers of aniline dyes.

FOOD PRODUCTS—Templeton & Company, 309 Chronicle Building, San Francisco, is in the market for California food products for shipment to Atlantic Coast markets.

TOBACCO—W. R. DuBose, 2417 N. Hunter Street, Stockton, Cal., is in the market for tobacco, wholesale.

FLOWERS—Mrs. H. C. Price, Floral Market, Box 2280, Bisbee, Ariz., is in the market for flowers, wholesale.

GOVERNMENT BIDS

Bids will be opened at the Zone General Supply Depot at Fort Mason on May 6th for hardware, plumbing and electrical supplies, spring steel, air hose, copper tubing, draughting instruments and supplies, paint, etc. Details and specifications are on file in the Exchange Hall of the Chamber of Commerce.

Zone Supply Officer, Fort Mason, Cal. Bids to be opened at 10 A. M., May 5th for miscellaneous supplies.

OPENING OF BIDS FOR CONSTRUCTION

The "Stern-Wheel Snagboat Bear" deferred for 10 days or until 10 A. M., May 15, 1919.

(Signed) L. H. Rand.
Col. U. S. Army Engineer Corps

BUSINESS ANNOUNCEMENTS

Mr. Robert W. A. Brewer, Consulting Engineer, whom it is understood has been for four years inspecting engineer to the British Government at the Holt Manufacturing Co. in Stockton, Cal., has located in San Francisco with offices at 503 Market Street, and seeks engagement as consulting engineer.

Announcement is made of the immediate change of the firm name of Leland Equipment Co., 126 Pine Street to W. W. Worden Company (Inc.) but the address, management and personnel of the new company will remain precisely as heretofore.

Stanton & Berry, shippers and forwarders of 461 Market Street, have been appointed California Agents of the Munson Steamship Line, plying between New York, Mobile and New Orleans to Cuban ports and South American ports, viz: Buenos Ayres, Montevidio, etc.

PLACEMENT BUREAU

DISCHARGED SOLDIERS AND SAILORS

107. Salesman, age 30, wants position, city or traveling. Five years experience selling high-grade specialties.

108. Young man, age 28, understudy for executive. Secretarial training 8 years. Banking and bond salesmanship 3 years. Lieutenant Air Service U. S. Army year and a half.

109. Have just been discharged and would like to get clerical position. Insurance preferred.

110. General executive, now Major U. S. A., specialist in reducing labor turnover, wants to get into outdoor work in country or woods. Age 35, Mass. Inst. of Technology man of proven adaptability to solving new problems and developing projects on own initiative. Promised discharge any time desired after June 1st.

111. Wanted position with export and import or manufacturing house as traffic manager, or assistant traffic manager. 25 years of age, thorough knowledge of water and rail transportation on all commodities. Five years experience. Willing to furnish any number of references or recommendations desired.

112. Would like position in shipping business, capable of taking care of gangs for loading ships, cargo checking, timekeeping and tiering freights.

113. Discharged officer, 28 years of age, single, graduate of University of California, five years experience general merchandising and advertising, wishes position with import and export house. Willing to leave home.

GENERAL APPLICATIONS

1381. Man of experience as office manager, accountant, auditor, figure expert and general office work. Capable and worthy with good credentials.

1382. Position wanted by a young man of university education. Live wire with initiative and energy. Familiar with all kinds of electrical and mechanical machinery. Import and export department of large corporation.

1383. Paint chemist, with long practical experience in well known California firm. Willing to put my services in place of developing features in paints, etc., age 28. References.

1384. Young married man experienced in office work and outside management, desires executive position with manufacturing concern. Now employed.

EXPORT OPPORTUNITY

The Schmeiser Manufacturing Company, with office and factory at Davis, Cal., is in a position, according to advices received from them, to manufacture agricultural implements for export, but would entertain a proposition by one or more individuals to finance the prosecution of sales in foreign lands.

REPRESENTATION IN BOSTON

Mr. A. S. Dowling, 1107 Fremont Building, Boston, Mass., is anxious to represent any California manufacturers, in the vicinity of Boston. He claims high standing and good connections in that territory.

OPPORTUNITY IN BELGIUM

F. Wappers, 218 Rue de Brabant, Brussels, Belgium, writes that in view of the improved conditions he would like to deal in the excellent productions of California such as dried and canned fruits, etc. Claims to have been in the food products business for the last seventeen years, to have a fine clientele in Brussels and favorable references which are mentioned in the communication.

REPRESENTATION

"Galvez & Gonzalez, 112 Market Street, San Francisco, wish to communicate with manufacturers of all kinds of piece goods, handkerchiefs, hosiery, underwear, or their local representatives, who are in a position to furnish samples at cost of production and equipped to offer their goods for export."

Knight-Counihan Printing Co.

SAN FRANCISCO
CHAMBER OF COMMERCE ACTIVITIES

Volume 6 | The Commercial, Financial, Industrial and Governmental Metropolis of the Pacific Coast | Number 19

Every Thursday —— May 8, 1919

Notice of Annual Election

To Members San Francisco Chamber of Commerce

You are hereby notified that the Annual Election of Directors of the San Francisco Chamber of Commerce will be held

Next Tuesday, May 13, 1919

in the Exchange Hall, Merchants Exchange Bldg., 465 California St., San Francisco

Polls will be open from 10:30 a. m. to 2:30 p. m.

All Class A and Class B members are requested to vote.

NAMES PRESENTED BY NOMINATING COMMITTEE FOR DIRECTORS

Boardman, Geo. C.—Boardman Bros. & Co.
Bradley, F. W.
Christeson, A.—American Railway Express Co.
Dill, Marshall—Dill-Crosett, Inc.
Eacret, Godfrey—Shreve, Treat & Eacret
Ford, E. T.—W. R. Grace & Co.
Gallagher, H. R.—Shell Company of California
Graham, Thos. A.—United States Railroad Administration
Gunst, Morgan A.—M. A. Gunst Branch General Cigar Co., Inc.
Levison, J. B.—Firemans Fund Insurance Co.
Lynch, Robert Newton
McBean, Atholl—Gladding-McBean & Company
Meyer, Frederick H.
Poett, H. W.—Williams, Dimond & Company
Smith, Stuart F.—Mission Bank
Smith, W. T.—Baker, Hamilton & Pacific Co.
Steines, C. W.—The Emporium
Talbot, J. A.—Western Pipe & Steel Co. of Calif.
Teller, Philip S.—Norton Teller & Co., Inc.
Volmer, R.
Weaver, Chester N.—Chester N. Weaver Company

Import and Export Rates Being Considered

A committee representing the Associated Chambers of Commerce of the Pacific Coast today presented arguments before Director of Traffic Edward Chambers of the United States Railroad Administration asking that there be a further readjustment in export rates to the Pacific Coast ports than in the announcement which put into effect certain reductions on April 21, 1919.

Chambers stated that he was entirely in accord with the principle advanced by the Coast delegation which was that there should be an absolute parity of rates from the various industrial centers of the country to both the Atlantic and Pacific Coasts and asked that any discrimination against the Pacific Terminals be set forth by the Committee from the West. An export rate subcommittee has already prepared data giving specific instances of rates that should

be further reduced to meet Atlantic competition in steel and iron, which are necessary to form the basis of ship cargoes and have at present a rate of 60 cents from Pittsburgh to Pacific Coast points. An additonal reduction of three and three-quarter cents will be suggested along with other necessary reductions.

The immense trade built up by the Western cities is being greatly affected by the Activity of Atlantic ports since the signing of the Armistice and the Associated Chambers Committee feels that the close contact of the Pacific ports to the Far East and Australia should be considered before sending ships on a water voyage of nine thousand miles when the same countries could be served by a water haul of less than half that distance particularly when ships are so sorely needed to carry food to the starving peoples of Europe. Sufficient tonnage is available on the Pacific Coast to take care of all freight and an equalization of rates will put this district in a position to call all commodities to the territory which rightly belongs to it and further develop the trade built up and fostered by the railroads under private operation and which has been greatly accelerated by much foreign trade missionary work by the Coast Communities.

A special export committee on rates was appointed by the General Committee of the Associated Chambers of Commerce of the Pacific Coast which is to consist of C. J. France, Executive Secretary of the port of Seattle, John S. Willis, Assistant Traffic Manager of the San Francisco Chamber of Commerce, W. D. Benson Traffic Manager Frank Waterhouse & Co., Seattle, and J. G. Stubbs of J. D. Spreckels Bros. & Company, San Francisco. The General Committee was headed by Frederick J. Koster, President California Barrel Company of San Francisco as Chairman, also President San Francisco Chamber of Commerce, and the following representatives of various Coast Communities, John S. Drum, President Savings Union Bank and Trust Company, San Francisco; J. K. Armsby, President California Packing Corporation of San Francisco; R. C. Eddy of S. L. Jones & Company, San Francisco; George E. Middlemas, H. M. Newhall & Company, San Francisco; Hugh Gallagher, Pacific Steamship Company, New York City; Gordon C. Corbaley Executive Secretary Seattle Chamber of Commerce; J. T. Hendricks, Vice-President, W. J. Burnes, New York; R. T. Parsons President Northwestern Fruit Exchange, Seattle, Washington; James A. Emery, Washington, D. C.; Seth Mann, Traffic Manager San Francisco Chamber of Commerce; C. P. Converse, Foreign Trade Secretary San Francisco Chamber of Commerce; Mr. W. P. LaRoche City Attorney Portland, Oregon; Adolf Koshland, San Francisco. Rate Committee is to remain in East for some time and prepare all data necessary for information Railroad Administration as to discrimination against Coast.

U. S. S. "ANNAPOLIS" ASSIGNED AS TRAINING SHIP FOR THE STATE OF CALIFORNIA

The following letter is received from F. D. Roosevelt, Acting Secretary of the Navy:

"To the Honorable
The Governor of California.

In accordance with recent telegrams from the Mayor of San Francisco, Senator J. D. Phelan, and the President of the Chamber of Commerce of San Francisco regarding the assignment of a training ship for the State of California, I beg to inform you that the U. S. S. Annapolis has been detailed for this duty and will sail from New Orleans for the West Coast about the middle of May.

Article 2762 of the Compiled Statutes of the United States regarding the conditions under which such vessels are turned over to states for educational purposes requires an application in writing of the Governor of the state for a vessel for this duty. It is requested that such application may be forwarded at your convenience.

Yours very truly,
(Signed) F. D. Roosevelt,
Acting Secretary of the Navy."

HAVE YOU RECEIVED A LETTER LIKE THIS?

May 1, 1919

Dear Sir or Madam:

We are at the height of a Government campaign for the sale of the Victory Liberty Loan—the best investment in the world.

This letter is addressed to you as one of those who have taken a share in bearing the burdens of war during the last two years, and in the belief that you will appreciate in full the necessity for universal and combined effort in this Loan—the last, according to the Secretary of the Treasury, to be raised by a widespread popular campaign.

Because of the whole-hearted support of the American people in the past Loans, the Government was able to mobilize, equip and put into action an Army and Navy so great and powerful that Victory was won more quickly than any one believed possible. This speedy Victory enabled us not only to save an expenditure of additional billions of dollars which must have otherwise been made—but also, the War Department estimates that one hundred thousand more American lives would have been sacrificed in battle, had the war lasted up to the present time.

It cost money to win the war quickly, but how much more it would have cost to have won it slowly.

Victory leaves us with war bills still to be paid. Some of these will be paid by taxes; the balance must be met through the sale of Government securities. This Loan must be purchased by millions of our citizens—and not largely by the banks—if business and industry are to prosper and if we would avoid the serious danger of less business, fewer jobs and lower wages.

An investment in the Victory Liberty Loan is not only a war duty to your country, but is an investment for the benefit of yourself and the success of your own business future.

Support it to your limit.

(Signed) Benj. Strong, Chairman
Liberty Loan Committee
Government Loan Organization
Treasury Department
120 Broadway, New York

OF INTEREST TO MANUFACTURERS

The following letter comes from the U. S. Department of Labor:

St. Louis District Office
1215 Chemical Building
St. Louis, Missouri

Dear Sir:

I desire to invite your attention to one of the services recently instituted by the Government for assisting industries in the solution of many of their problems connected with working conditions by bringing to their study and solution, a staff of specially trained men, engineers, sanitarians, industrial physicians, etc. I refer to the Division of Industrial Hygiene and Medicine, whose personnel is detailed from the U. S. Public Health Service. The service is professional in character and is given free of expense to those requesting and requiring it.

Many industrial managers and proprietors have recognized within their plants, certain working conditions unfavorable to effective production, but have been unable to find relief and have not known where competent assistance might be had to advise them in these matters.

I shall be pleased to send specific information to those of your members who may be interested. Would it be agreeable to you to send us the names of firms in your vicinity, with their addresses, who employ two hundred or more workers, to whom I might send literature? Thanking you for your cooperation, I am,

Yours very truly,
District Director,
Div. of Industrial Hygiene & Medicine,
Working Conditions Service.

PLANS ARE CRYSTALLIZING FOR THE 1920 NATIONAL FOREIGN TRADE CONVENTION

Results of New York Meeting Show Accomplishments

A conference was held in the India House, New York, on Monday, May 5th, by Eastern and Pacific Coast representatives of the National Foreign Trade Council for the purpose of affecting preliminary plans for the 1920 Foreign Trade Convention to be held in San Francisco, May 12th to 16th.

The meeting was called by O. K. Davis, Secretary of the Executive Committee of the Council, who stated that in view of the importance of the Pacific Coast in Foreign Trade matters and the distance necessary to bring the delegates to San Francisco that it had been decided to extend the length of the meeting to four days instead of three.

Davis further stated that, subject to confirmation of the Executive Committee, the general committee on arrangements would be confined to the Pacific Coast Councillors of the Foreign Trade Council with an executive committee consisting of the three San Francisco Councillors. The general committee will therefore consist of J. J. Donovan, Vice-President, Bloedel Donovan Lumber Mills, Bellingham, Washington; William Pigott, Vice-President Seattle Car & Foundry Company; H. F. Alexander, President Pacific Steamship Company, Tacoma; Frederick J. Koster, President California Barrel Company, San Francisco; J. K. Armsby, President California Packing Corporation, San Francisco; Robert Dollar of the Robert Dollar Company and one representative each from Portland and Los Angeles to be appointed later. Messrs. Koster, Armsby and Dollar will form the executive committee, having complete control of all arrangements.

Eastern delegates will be given the choice of several routes and can travel either by palatial steamer through the Panama Canal, stopping at Cuba, or by special Overland trains via either New Orleans and Sunset Route or by Chicago, St. Louis and Kansas City or Minneapolis, St. Paul and the Northern route. These trains will stop for several hours at the larger cities where they will be joined by the delegates from those cities. This will practically give every section of the United States special train service. In order to make it attractive for the American merchants in the Far East and South America to come to the Seventh National Foreign Trade Convention, special steamers will leave Calcutta and Valparaiso, stopping enroute at the larger ports to take aboard delegates.

J. K. Armsby suggested that instead of the usual Friday night banquet, an open air barbecue be held among the California Big Trees of Muir Woods just across the bay from San Francisco, to be followed by one of San Francisco's world renowned jinks.

The following men attended the luncheon at the India House and great enthusiasm was expressed over the variety of entertainment promised by the San Francisco delegation as a part of the convention program. E. P. Thomas, President United Steel Products Company, New York; Frederick J. Koster, President California Barrel Company, San Francisco; Maurice Coster, Member Executive Committee, National Foreign Trade Council; J. K. Armsby, President California Packing Corporation, San Francisco; R. H. Parsons President Seattle Chamber of Commerce; A. C. Callan, Director Pacific Shipping Corporation, Portland, Oregon; G. C. Corbaley, Executive Secretary, Seattle Chamber of Commerce; C. P. Converse. Secretary Pacific Coast Councillor Committee; O. K. Davis, General Secretary National Foreign Trade Council. A Special Ladies Committee will take charge of the feminine members of the party and see that they are afforded every opportunity of enjoying their stay.

INDUSTRIAL BUILDING AVAILABLE

The Cutting Packing Company with offices at 485 California Street, has informed the Industrial Department that it owns a six story and basement loft building near the water front, and will erect a one story building adjoining, all containing 36,000 square feet. There will be installed a spur track for which the permit has already been obtained. This property may be leased for a term of 12 years.

CHARITIES ENDORSEMENT COMMITTEE

UNWISE DONATIONS

A large number of firm and individual members of the Chamber, are wasting an enormous amount of money every year, by donating blindly to many unnecessary and wasteful appeals.

A large proportion of these appeals are promoted and carried on by unscrupulous people, whose methods of operation are just within the law.

This waste will continue, and these sharks will be encouraged to thrive here, as long as individuals listen to their plausible appeals and give blindly to persons unknown to them for something they know nothing of.

Proper information is to be obtained by the use of the telephone, a simple matter, and with the expenditure of a few minutes.

To illustrate, a member donates fifty dollars in response to an unworthy appeal without receiving the information he could obtain by calling up the Charities Endorsement Committee, Kearny 112. This would take five minutes of his time. By neglecting to do so he sacrifices his money at the rate of ten dollars per minute.

Further, he is looked upon by the soliciting shark as an "easy mark" for further exploitation, and the appearance of his name, is the shark's capital and stock in trade to "pull in" others.

If the membership would make use of the Information Service provided by the Charities Endorsement Committee these soliciting sharks would be out of business in a very short space of time, and the whole community would be saved an enormous amount of money annually.

To bring about the desired result, it is necessary to have your cooperation.

When you are solicited call up Kearny 112, ask for the Charities Endorsement Committee, tell them the nature of the appeal made, and the desired information will be given or obtained.

REMEMBER

KEARNY 112

ASK FOR

THE CHARITIES ENDORSEMENT COMMITTEE

REPRESENTATION ABROAD

MacDonald & Company, 454 Montgomery Street, advised the Foreign Trade Department that Mr. S. L. Willekes MacDonald is about to start on a business trip to Europe, where he will visit Great Britain, the Netherlands, Norway, Sweden, Denmark, France, possibly Switzerland and Italy, and will return via Australia, East Indies, China and Japan. He expects to depart from New York about May 28th, and any American manufacturers or merchants desiring to make connections for the sale of his products in these countries, may communicate with Mr. MacDonald at San Francisco prior to May 8th or at New York care of MacDonald & Company, 37 Liberty Street, prior to May 28th.

REPRESENTATION IN THE STATE OF DELAWARE AND PART OF PENNSYLVANIA AND NEW JERSEY

The Industrial Department of the Chamber is in receipt of a letter from the National Products Sales Company of Philadelphia, in which they express their desire to represent as local sales agents there, some additional high-grade Western canners of fish, vegetables, and fruit products who are without representation in the districts above mentioned.

They state that they maintain a large selling organization, which does missionary and retail work among the retail grocery trade. Their sales are made only through the jobber. The offices of the company are located in the Drexel Building, in Philadelphia.

San Francisco Chamber of Commerce Activities

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Merchants Exchange Building
465 California Street
San Francisco

For What You Want to Know —— Call KEARNY 112

DISTRICT MANAGER OF UNITED STATES CHAMBER BACK FROM TWO CONVENTIONS

Paul Clagstone, Manager of the Western District of the United States Chamber of Commerce, returned to San Francisco yesterday after attending the Foreign Trade Council in Chicago and the annual meeting of the National Chamber at St. Louis.

Mr. Clagstone says: "Considerable progress toward working out export problems for the benefit of the Rocky Mountain and Coast states was made on the special train conveying business men of this section from San Francisco to Chicago.

"Both conventions were remarkably successful and extremely interesting to delegates from the Pacific Coast.

"Not only was there action at St. Louis of the greatest importance on all the big problems confronting American business at this time, but never in the history of the national organization has such a list of speakers been gathered together, as spoke at the many group meetings and general sessions. One of the most interesting evening sessions was last Wednesday, when Hon. Walker D. Hines, Senatar Albert B. Cummins and Samuel Rea, President of the Pennsylvania Railroad covered every angle of the transportation question. I may say that some extremely important railway conferences have been held at Washington under the auspices of the National Chamber during the last few weeks and a referendum covering the whole problem will go out to members in the near future so that early action may be obtained from the next Congress. One of the most important group meetings, covering Foreign Trade, had nine speakers last Wednesday afternoon, including Walter E. Edge, U. S. Senator from New Jersey, Paul Fuller, of the War Trade Board, Burwell S. Cutter, Chief of the U. S. Bureau of Foreign and Domestic Commerce, Julius G. Lay, Department of State, and leading manufacturers. This afternoon program alone, was well worth the trip from the Coast.

"The Committee on Merchant Marine which the U. S. Chamber created, following Mr. Hurley's recent request for the organization to work out a shipping program, and of which Mr. Frederick J. Koster, President of this Chamber, is a member, was ready with a preliminary report. Its final recommendations are expected shortly, and will then be outlined in a referendum to the whole country."

"Both Conventions gave special recognition to this section; the Foreign Trade Council by deciding to hold its next convention in San Francisco, and the National Chamber by accepting the invitation of J. C. Chilberg, our Director from Seattle, to hold the next meeting of the Board of Directors in that city during July or August.

"I am happy to say that following a special conference in St. Louis the Chamber of Commerce of the United States decided to enlarge its District Office in San Francisco and greatly increase its scope of activities, devoting particular attention to service for both organization and firm members. I expect to devote all my time to this phase of the work from now on, and will be glad to meet our members at our office in the Merchants Exchange Building."

THIS IS "MADE IN CALIFORNIA WEEK". BY PROCLAMATION OF THE GOVERNOR

TRADE AT A GLANCE BY BRADSTREETS

SEATTLE
- Wholesale and Jobbing Trade—Good.
- Retail Trade—Good.
- Manufacturing and Industry—Better.
- Collections—Fair.
- Wooden shipbuilding Industry—Declining.

PORTLAND
- Wholesale and Retail Trade—Good.
- Manufacturing and Industry—Fair.
- Collections—Fair.
- Government wool auction very successful.

SPOKANE
- Wholesale and Jobbing Trade—Good.
- Retail Trade—Good.
- Manufacturing and Industry—Better.
- Collections—Good.

LOS ANGELES
- Wholesale and Jobbing Trade—Good.
- Retail Trade—Good.
- Manufacturing and Industry—Fair.
- Collections—Good.

SAN FRANCISCO
- Wholesale and Jobbing Trade—Good.
- Retail Trade—Good.
- Manufacturing and Industry—Active.
- General Conditions—Excellent.
- Collections—Good.

DUN'S REVIEW

Women's wearing apparel lines at retail are featured by the usual after-Easter sales which are going well. Manufacturers of cloaks, suits and dresses are busy but are operating on short fill-in orders and garments for sales purposes. Accumulated stocks of woolens and fabrics have about disappeared in this department and attention is being turned to fall offerings. There have been some price concessions in certain staples but now higher quotations are being advanced generally. Demands of workers for increased wages and shorter hours which have been met has materially added to production costs. Knitted goods at wholesale are moving well. General dry goods lines reported active with silks in demand and local stocks short. Shoes at wholesale show good demand particularly from country districts but in exports to Central American and Mexico trade is reported light. Interest in financial circles centers in the Victory Loan subscriptions is mounting daily and there is promise that the district quota will be absorbed quickly and a large oversubscription is anticipated. The opening day of the Loan drive was featured by the return of a contingent of soldiers who were in the midst of fighting, and business generally was suspended, the banks however, remained open.

According to the State Controller, the fiscal year ending June 30th next will witness the smallest number of corporation tax delinquents of record.

Of a total levy of $17,698,000 payments at this date exceed $17,649,000. This showing is attributed partially to the fact that there has been a minimum of purely speculative enterprises launched and it is considered a material evidence of the prosperity of those operating during the year past.

BUSINESS ANNOUNCEMENT

The Sacramento Valley Grain Company, W. H. Spence, President, under the management of Walter E. Sullivan, former Deputy Inspector in the Grain Department of the San Francisco Chamber of Commerce wishes to announce that it is now dealing in grain, beans, rice, hay and bags. It has opened offices in the Clunie Building, San Francisco, and also in Willows, California.

MARINE DEPARTMENT

The Pacific Mail Steamship Company's Steamer Venzuela left here last Saturday for China, Japan and Honolulu with 5,000 tons of general cargo, 120 cabin passengers (4 of which were booked for Honolulu) and 75 second-class passengers.

The 1919 issue of the Bureau Veritas in two volumes, comprising a general list of merchant, steam, sail and motor vessels has been received at the Marine Department for the use of members.

The T. K. K. Steamer Anyo Maru arriving here April 26th enroute from the Orient to South America, landed about 2,000 tons cargo at this port before proceeding. The local freight consisted of about 7,000 bags of rice, 1,293 bales of gunnies, 1,831 bags of walnuts, 2,479 cases walnut meat, 500 bales of cotton, 402 bales camel's wool and provisions and general merchandise.

The Steamer Cadaretta will load at this port about May 20th for Shanghai and Manila under charter to Robert Dollar Company.

The Steamer Anoka, receiving quick dispatch, under charter to Wm. Diamond & Company, will take freight for New York about May 13th. Another sailing later in the month is also announced.

The Steamer Fairhaven arrived from Mexican ports with 7,748 bags of coffee, 3,500 bags of sugar, 229 bundles hides, and 125 boxes of limes for J. E. Davenport.

The Toyo Kisen Kaisha's new freighter Choyo Maru, recently launched from Japanese yards in the Orient, has been placed on the berth to load for this city, and is scheduled to arrive on or about May 20th. This new freighter is rated at 9,800 dead weight tons and is said to have a carrying capacity for 12,000 tons of cargo. The Company's freighter Buyo Maru is booked to arrive here on May 27th and will steam again for Oriental ports about June 5th.

The United States Shipping Board Steamer Kineo has been turned over to the Luckenbach Steamship Company, who will start loading the vessel May 5th for New York.

The Steamers Tacoma, Broad Arrow, Cammanchee, Santanta, Astral and Katherine, of the Standard Oil Company, are booked to load and sail from this port with oil during the month of May. This fleet will carry close to 13,000,000 gallons of oil. One cargo will be delivered to the United Kingdom while the remainder will go to the Orient.

The Luckenbach Steamship Company has moved from its recent location, to Room 804 Merchants Exchange Building.

With 4,000,000 pounds of wool aboard, consigned to the United States Government, the Golf Mail Steamship Company's Schooner J. W. Wells, left Melbourne on the 27th of April for this city.

With 24,000 cases naptha products shipped by the Standard Oil Company, the Schooner Alvena left here last week for Dunedin, New Zealand.

Balfour, Guthrie & Company, agents for the Commonwealth Government Line have notified the Marine Department that the British Steamer Bethanga will load at San Francisco this month for Suva, Melbourne and Adelaide, and will sail on May 20th.

The Steamer Jacox in the Oceanic Steamship Line will start loading freight on May 16th for discharge at Honolulu, Pago Pago, and Sydney and sail shortly after that date.

J. D. Spreckels & Bros. Company, agents for the Java-Pacific Line, announced the sailing this month of the Dutch Steamer Nias for Batavia and other Straits Settlements ports.

"Although conditions are still very unsettled in Belgium, The Canadian Pacific Ocean Services will experiment with a freight service to Antwerp this season, the first sailing announced being from Montreal on or about May 14th. It is not expected that there will be much in the way of export from Belgium for some time to come, since such products as that country can turn out will be required internally during the period of reconstruction. It is the intention of the Canadian Pacific Ocean service to run a fortnightly service to Antwerp from Montreal if the traffic warrants it."

NEW MEMBERS SINCE LAST REPORT

Baum & Company, Chas., Brokers, Exporters, Factory Representatives, 112 Market Street.

Clark, A. B., Mfrs. Agent, 373 Monadnock Building.

Collman Co., Commercial Paper, 725 First National Bank Building.

Harris Luna Co., Import and Export, 24 California Street.

Neylan, John Francis, Attorney, First National Bank Building.

O'Dea, P. J., Harbor Front Developments, 827 Merchants Exchange Building.

Prentice & Peake, Importers and Exporters, 504 Fife Building.

Riggens, Geo. E., Advertising Service Bureau, Foxcroft Building.

Walde Klor & Co., Publishers of "Russian-American Exporter," Hearst Building.

TRANS-PACIFIC MAILS

The following sailing dates and closing times of Trans-Pacific Mails are based on the latest information furnished by steamship companies. They are subject to change on notice. Paper mail for Hawaiian and Philippine Islands closes one hour earlier than time given.

Destination	Steamer	Leave	Date	Ordinary Mail Closes Ferry	Registered Mail Closes Ferry
Australia and West Australia	Sonoma	S. F.	May 6	11:30 am	11:00 am
	Niagara	Seattle	May 10	9:20 am. May 8	8:00 pm. May 7
New Zealand	Niagara	Seattle	May 10	9:20 am. May 8	8:00 pm. May 7
	Paloona	S. F.	May 31	8:30 am	8:00 am
China	Nankin	S. F.	May 10	10:30 am	10:00 am
	Justin	Seattle	May 15	9:20 am. May 13	8:00 pm. May 12
	Persia Maru	S. F.	May 16	10:30 am	10:00 am
Japan	Nankin	S. F.	May 10	10:30 am	10:00 am
	Persia Maru	S. F.	May 16	10:30 am	10:00 am
Hongkong	Nankin	S. F.	May 10	10:30 am	10:00 am
	Persia Maru	S. F.	May 16	10:30 am	10:00 am
Dutch East Indies	Nankin	S. F.	May 10	10:30 am	10:00 am
	Persia Maru	S. F.	May 16	10:30 am	10:00 am
Hawaii	Nankin	S. F.	May 10	11:30 am	11:00 am
	Manoa	S. F.	May 13	2:30 pm	2:00 pm
	Korea Maru	S. F.	May 21	11:30 am	11:00 am
Manila, P. I.	Nankin	S. F.	May 10	10:30 am	10:00 am
	Emp. of Russia	Seattle	May 29	9:20 am. May 27	8:00 pm. May 26
Tahiti	Paloona	S. F.	May 31	8:30 am	8:00 am
Straits Settlements	Via New York unless specially addressed via Pacific steamers				

FOREIGN TRADE OPPORTUNITIES

3136. Mulhouse (Alsace). Firm desires to get in touch with exporters of boots and shoes, leather belting, sundry oils for industrial establishments and typewriters.

3137. Stockholm (Sweden). Party desires to get in touch with firm desiring to sell Swedish goods, paper, woodpulp, timber and woodenware, minerals and metals, manufactured metals and hardware, industrial and agricultural machinery, matches, etc., and exporters of foodstuffs, agricultural and manufactured products.

3138. Nanking (China). Party desires to get in touch with exporters of foodstuffs, hardware, ladies' and men's clothing, office appliances, victrolas, records, sheet music, etc.

3139. New York (N. Y.). New York firm desires to secure a representative to handle their Philippine business on this Coast.

3140. New York (N. Y.). Firm desires to connect with packers of dried and canned fruits, canned fish for export. Also interested in oats, wheat, corn and barley.

3141. Nogales (Arizona). Firm desires to communicate with importers of bat guano.

3142. Strasbourg (Alsace). Agent desires to get in touch with exporters of dried fruits and evaporated vegetables.

3143. London (England). Desires to get in touch with firms or agents who would be interested in an English agency for sauces, pickles and chutney.

3144. San Francisco (Cal.). Firm in Denmark desires to get in touch with exporters of woods, such as mahogany, oak, pitchpine, hazelwood, white wood, nut wood and teak wood.

3145. Tientsin (China). American firm in China desires to get in touch with local importers and exporters. At present exporting wool, cotton, hemp, peanut, sweet almond and bitter almond.

3146. Rio de Janeiro (Brazil). Party desires to secure the agency for Brazil for firms desiring representation in that country.

3147. Buenos Aires (Argentine). Exporters of wools, hides, corns, feathers, tallow, bones, bristles, salt—factory, frigorific and slaughter products, desires to get in touch with interested importers.

TONNAGE MOVEMENT FOR THE PORT OF SAN FRANCISCO, MONTH OF APRIL, COMPILED BY MARINE DEPARTMENT OF S. F. CHAMBER OF COMMERCE

ARRIVALS

	April, 1919		January, 1918	
	Steam Tons	Sail Tons	Steam Tons	Sail Tons
Foreign ports	108,509	11,982	113,967	14,228
American (other than Coast)	73,266	8,109	51,996	11,983
Coast	208,808	42,394	203,495	66,323
Total	390,583	62,485	369,458	92,534
Total number of vessels		383		368

DEPARTURES

	April, 1919		April, 1918	
	Steam Tons	Sail Tons	Steam Tons	Sail Tons
Foreign Ports	106,006	16,027	104,453	9,178
American (other than Coast)	61,928	40,653	60,607	36,779
Coast	208,272	44,648	217,473	68,548
Total	376,206	101,328	328,533	114,505
Total number of vessels		413		407

COFFEE ARRIVALS

The Green Coffee Association of the San Francisco Chamber of Commerce reports the following arrivals during the past week, with coffee consigned to members:

April 29, 1919, S. S. Fairhaven, 7,748 bags of coffee.

May 4, 1919, S. S. San Antonio, 7,802 bags of coffee.

PROPOSED NEW IMPORT RATES

Conrad E. Spens, Assistant Director of Traffic, United States Railroad Administration, announces that the rates shown below are those which will be published to apply from Pacific Coast ports to Eastern Defined Territory in the new tariff now in preparation. The effective date of this issue is not announced, but it is assumed that will go into effect within the next thirty days.

	C. L.	L. C. L.
Antimony	$1.00	$....
Antimony Ware	2.00	....
Bags and Bagging	.75	....
Bamboo	1.50	2.00
Baskets, other than willow	2.00	2.50
Baskets, willow	....	5.00
Boxes, lacquered	2.00	2.50
Brooms and Brushes	....	2.50
Bulbs	1.50	2.00
Camphor	1.50	2.00
Casings, Sausage	1.50	2.25
Chinaware and Crockery	1.50	2.00
Clothing	2.19	3.12½
Cocoa Beans	.85	....
Cocoanut, concentrated	1.25	2.00
Cocoons	....	2.50
Cotton Goods	2.00	....
Dry Goods	2.19	3.12½
Eggs	2.00	....
Fans	....	2.50
Fans, N. O. S.	....	3.25
Feathers	1.87½	....
Fibre	1.25	....
Flags	....	3.25
Furniture, bamboo	....	3.00
Glassware	1.50	2.00
Graphite	1.00	....
Groceries	1.87½	....
Gums, copal, etc.	1.00	....
Hats, bamboo	....	3.25
Hemp Braid	....	3.25
Hemp, Jute and Sisal	.75	....
Hides, green	1.10	....
Kapok	1.56	....
Lamp Shades, bamboo	....	5.00
Matting	1.50	2.00
Mussel Shells	.94	....
Nickel Matte	1.00	....
Nuts, edible	1.75	....
Oil, vegetable	.90	....
Oranges	1.44	....
Palm Kernels	.85	....
Paper Articles	....	2.50
Peanuts	1.50	....
Potato Flour	.94	....
Rattan, cut to lengths	1.20	....
Rubber, crude	1.00	2.25
Rugs, hemp or cloth	1.50	2.00
Sago and Tapioca	1.00	....
Seeds	1.25	....
Screens, floor	....	5.00
Skins and Hides, dry	2.00	....
Skins, Rugs and Mats	1.62½	2.50
Spices	1.25	....
Tallow	.85	....
Tea	1.50	2.50
Tea Sweepings	1.40	....
Thermos Bottles	....	5.00
Tin, bars and blocks	.75	....
Tobacco	1.87½	....
Toys	2.00	3.00
Waste, Silk	....	2.50
Woodenware	1.87½	....
Wool in grease	1.25	....
Wool, scoured	1.62½	....
Wrappers, straw bottle	1.25	2.25

SAN FRANCISCO DISTRICT FREIGHT TRAFFIC COMMITTEE—DOCKETS

Docket 1383—(Hearing 10 A. M., May 19th)—Tea dust and tea sweepings, carload and less carload. Proposal to reduce rates from Pacific Coast ports to St. Louis, Mo.

Docket 1384—(Hearing 10:15 A. M., May 19th)—Beans, lentils and peas, carloads, from California points to Eastern points. Proposal to establish cleaning, drying, sorting and storage in transit privileges.

Docket 1386—(Hearing 10:45 A. M., May 19th)—Printed labels, carloads. Proposal to reduce rates from Eastern Defined Territory to California Terminals and Intermediates.

Docket 1395—Boots and shoes in wooden boxes. Under U. S. R. A. Rate Advice No. 1309, the Administration has prescribed specifications for boxes in which boots and shoes are to be packed. These specifications are too length to be quoted here, but they are on file with the Traffic Bureau and we will be glad to reply to any inquiries concerning same.

Docket 1396—(Hearing 2:30 P. M., May 19th)—Oil, (peach kernel and apricot kernel), in packages or in bulk in barrels, carloads. Proposal to reduce rates from California Terminals and Intermediates to Eastern Defined Territory, to $1.87½ per 100 lbs.

Docket 1398—(Hearing 4:45 P. M., May 19th)—Box refuse, mill blocks, slab wood, sawdust, tree tops and branches, straight or mixed carloads. Proposal to increase rate, Westwood, Cal. and Wadsworth, Nev. to San Francisco, Oakland, etc., from $2.40 to $3.10 per ton, minimum 40,000 lbs. Cordwood, carloads. Proposal to increase rate, Wadsworth, Nev. and Westwood, Cal. to San Francisco, Oakland, etc., from $3.69 to $6.25 per ton, minimum for box cars, full visible capacity of car used, less two feet from roof for flat or coal cars.

Docket 1399—(Hearing 2:45 P. M., May 19th)—Bran, corn chops, hominy and shorts in mixed carloads with buckwheat flour, buckwheat, corn, pancake, rye or wheat and corn meal, minimum weight 60,000 lbs. Proposal to change mixture to above and increase rates from California Terminals and Intermediates to Eastern Defined Territory, Groups D to J inclusive. Present mixture is as follows: Bran, corn chops, hominy and shorts in straight or mixed carloads, minimum weight 50,000 lbs.

Docket 1400—(Hearing 2:50 P. M., May 19th)—Dextrine, starch, including corn starch. Proposal to reduce rate, Cleveland, Ohio, to California Terminals, from $1.37½ to $1.25 per 100 lbs., minimum 40,000 lbs.

Docket 1402—(Hearing 3 P. M., May 19th)—Soap, soap powder, washing compounds, etc. Proposal to reduce rate, San Francisco, Oakland, Berkeley and Los Angeles, Cal., to Cananea, Mexico, to $1.00 per 100 lbs.

Docket 1404—(Hearing 3:10 P. M., May 19th)—Class rates between San Francisco and Tiburon, Cal., and Sebastopol, Cal. Proposal to increase present class rates.

Docket 1412—(Hearing 3:50 P. M., May 19th)—Drugs or medicines, viz: Liquid petrolatum, in glass in boxes or barrels, carloads. Proposal to reduce rate, Richmond, Cal., to Portland, East Portland, and Brooklyn, Oregon, from 59 cents to 54½ cents per 100 lbs., minimum 30,000 lbs.

Docket 1414—(Hearing 4 P. M., May 19th)—Foundry ashes and lead mud, carloads. Proposal to increase rate, Los Angeles to San Francisco and Oakland, to 23 cents per 100 lbs., minimum weight 60,000 lbs.

Docket 1415—(Hearing 4:05 P. M., May 19th)—Ice cream cones, less carloads. Proposal to cancel commodity rates from Eastern Defined Territory to California Terminals and Intermediates.

Docket 1417—(Hearing 4:15 P. M., May 19th)—Confectionery, less carloads. Proposal to reduce rate to $2.50 per 100 lbs. from Groups A to E inclusive to California Terminals and Intermediate points.

Docket 1418—(Hearing 4:20 P. M., May 19th)—Camels hair, in bales, carloads and less (import). Proposal to establish rate of $1.62½ per 100 lbs. from Pacific Coast ports to Eastern Defined Territory, Groups A to J inclusive, in lieu of present rates.

THE DECENTRALIZATION OF SHIPPING BOARD OFFICES

A decentralized plan of organization for the Division of Operations, U. S. Shipping Board Emergency Fleet Corporation, will become effective May 1, 1919, it was announced today (Wednesday).

The purpose of this plan, so far as the necessities of a unified policy will permit, is to delegate all problems of operation to U. S. Shipping Board agencies and through such agencies to establish direct dealings with managing and operating agents of the Board. This relationship to include examination and approval of accounts, through representatives of the Comptroller, to insure prompt reimbursement for disbursements made by Operators and Managers for account of U. S. Shipping Board.

It is also desired to afford exporters and importers the opportunity of dealing directly with authorized agents of the Shipping Board at all the principal ports of the United States.

The general offices will be in Washington.

In dividing the United States into districts, the Pacific Coast in its organization, will not differ from seven other districts except that some sections will have an Assistant Director only.

PACIFIC COAST DISTRICT

The Pacific Coast District comprises all Pacific Coast ports with the Assistant Director at San Francisco and an agent at Seattle, Portland, Los Angeles and Honolulu.

There shall be, for each district, an Assistant Director or District Agent with a staff adequate to care for activities of the district where necessary, agencies directly under the district will be created. An Assistant Comptroller or District Auditor and staff sufficient to meet the volume of business of the district with agency auditors at agency where necessary. Other offices and officers are to be created but the details of these minor divisions may be obtained at the office of the Foreign Trade Department of the Chamber of Commerce.

COMMERCIAL SPANISH

The Educational Department of the National League for Woman's Service, 333 Kearny Street, announces a class in Spanish Tuesday and Thursday from 5 to 6 P. M. The instructor, Mr. J. S. Romero, now of the University of California, is a graduate of the Institute Generale Tecnico of Palencia, Spain.

Under the University Extension Course Mr. Romero will give 15 one hour lessons for $7.50. Information will be given by Miss Ethel Young, Chairman of the Educational Department, Room 607, National Headquarters, 333 Kearny Street.

Docket 1419—(Hearing 4:25 P. M., May 19th)—Phosphate of ammonia, oxalic acid and epsom salts, carloads, (for export). Proposal to reduce rate, Eastern points to Pacific Coast ports, from $1.75 to 69 cents per 100 lbs., minimum 60,000 lbs.

Docket 1420—(Hearing 4:30 P. M., May 19th)—Alfalfa meal and alfalfa feed, carloads. Proposal to increase rates, California Terminals and Intermediate points to Eastern points.

Docket 1422—(Hearing 4:40 P. M., May 19th)—Combings (waste backlings from human hair) and stumps, (import). Proposal to establish rate of $1.87½ per 100 lbs., minimum weight 30,000 lbs., from Pacific Coast ports to Eastern points taking Group A, B and C rates in T. C. F. B. Tariff No. 3-M, I. C. C. 1038.

Docket 1423—(Hearing 3:15 P. M., May 20th)—Crude and trona salts, carloads. Proposal to reduce rate, Keeler to San Francisco, from 33 cents to 15 cents per 100 lbs.

Docket 1424—(Hearing 3:45 P. M., May 20th)—Coffee, carloads. Proposal to reduce rate, San Francisco to Fresno, from 39 cents to 25 cents per 100 lbs., minimum 30,000 lbs.

BUSINESS WANTS

RADIATOR CORES—United States Cartridge Co., Lowell, Mass., desires to secure a representative to handle the sale of automobile radiator cores in this city.

PAPER AND EXCELSIOR—Johnson Bros., Carlotta, Cal., wish to communicate with manufacturers of paper and excelsior.

ALFALFA MEAL—P. L. Zimmerman Co., 411 Merchants Exchange Building, St. Louis, Mo., is in the market for alfalfa meal.

CASCARA BARK—J. H. Weaver, 311 W. Curtis Street, Aberdeen, Wash., is in the market to dispose of cascara bark.

HAWAIIAN SEEDS (Colored)—E. Von Eschen, 1908 La Salle Street, St. Louis, Mo., is in the market for colored Hawaiian seeds.

FRUITS AND VEGETABLES—Jos. F. Normile, 1225 L Street, Sacramento, Cal., desires to get in touch with packers of fruits and vegetables.

HOLIDAY CARDS AND NOVELTIES—Araneta Bros., Manila, P. I., are in the market for holiday cards and other novelties.

OLIVE OIL—H. J. Staiti, 407 Bleecker Street, New York City, wishes to make arrangements with a firm or individual to sell imported olive oils in San Francisco.

SHAWLS AND SCARFS—S. C. Freed, 1213 Lincoln Street, Laredo, Texas, is in the market for Japanese and Chinese shawls and scarfs.

ANGORA WOOL—Freeman B. Kemp, Gilroy Hot Springs, Cal., is in the market to dispose of angora wool.

BAMBOO POLES—Menges Greenhouses, Wichita, Kas., are in the market for bamboo poles.

KNIT GOODS—Thos. Auld, 130 Broadway, Chico, Cal., is in the market for underwear and bathing suits, wholesale.

TANNERIES—Briscoe Kibbey, Calexico, Cal., desires to get in touch with tanneries in this city.

REPRESENTATION—Arthur Rostal, 39 Cortlandt Street, New York City, wishes to secure accounts to represent San Francisco manufacturers in that market.

SHOE FACTORIES—C. W. Stuber, 166 N. 18th Street, Portland, Oregon, desires to get in touch with shoe factories in this city.

FLOWERS—Ira B. Newcomb, Gaston, Oregon, is in the market for flowers.

LARD, CANNED MILK AND SARDINES—Edw. L. Soule Co., 916 Rialto Building, San Francisco, wish to communicate with packers of lard, canned milk and sardines.

RUBBER DEALERS—Taisho Trading Co., 433 California Street, San Francisco, wishes to get in touch with rubber dealers.

WOOD DOWELLING—American Wooden Products Co., 2704 Santa Fe Ave., Los Angeles, Cal., is in the market to have wood dowelling done.

GOVERNMENT BIDS

Bids will be opened at the Zone General Supply Depot at Fort Mason on May 12th for stationery, Bristol board, ink, hardware and electrical supplies, coal, cooking utensils, shellac, carpet tacks, twine, beeswax, and bicarbonate of soda.

Bids will be opened at the Zone General Supply Depot at Fort Mason on May 30th for subsistence supplies including groceries, dried and canned fruits and vegetables, cured fish, candy, cold cream, soap, shoe strings, talcum powder and toothpicks.

Bids will be opened at the Zone General Supply Depot at Fort Mason on May 13th for Manila rope, nails, locks, cement and clothespins; and on May 19th for subsistence supplies including olives, olive oil, canned asparagus, cabbage and spinach.

Proposals will be received by the Zone Supply Officer at Fort Mason on May 15th for the purchase and removal of magazines and folded newspapers.

Bids will be opened at the Zone General Supply Depot at Fort Mason on May 24th for 390 cords of seasoned soft wood.

Bids will be opened by the Zone Supply Officer at Fort Mason on May 19th for fresh beef; and on May 15th for subsistence supplies including groceries, bacon, candy, chewing gum, cigars, cigarettes, soap, dried and canned fruits and vegetables, and fresh fruits and vegetables.

Details and specifications are on file in the Exchange Hall of the Chamber of Commerce.

Proposals will be received at the Material Disposal Section Bureau of Aircraft Production, Postal Telegraph Building, San Francisco for the purchase and removal of steel rods, bars, chrome vanadium bars and nickel-covered steel bars.

Details and specifications are on file in the Exchange H. of the Chamber of Commerce.

PLACEMENT BUREAU

DISCHARGED SOLDIERS AND SAILORS

114. Chemist and assayer desires position in or near San Francisco. Two years mine and smelter experience.

115. Office manager with traffic experience desires position with reliable firm. Ex-Marine and college man. Salary second consideration.

116. Young man, 38 years of age, married, just resigned as office manager Trench Warfare Section Ordnance Department desires position where 16 years selling and 4 years office and executive experience will be of value.

117. Army officer just returned. Building material construction, experience in local field, desires position with engineering firm. Married, age 28.

118. Desires position as private secretary or stenographer. Several years experience. Knowledge of Spanish.

119. Discharged soldier. Speaks Spanish, Burmo, Chinese, Hundustan, Arabic and Persian. Have traveled through Orient, India, Burma, Arabian and Persia. Would like position with import and export house.

120. Graduate Mass. Institute of Technology. Aviation engineering and course in Radio Telephony in France, wishes position as executive in sales or manufacturing. Executive experience in handling men.

121. Wanted position with export firm. Have had six years experience with U. S. Rubber Co. Speak Italian and Spanish. Age 31.

122. Discharged officer, 27 years of age, desires position of responsibility with export firm having had one year experience with Eastern export house in addition to four years of general office work in New York City.

123. Executive position by discharged Army officer. Fourteen years commercial experience with public utilities.

124. Discharged Captain of Engineers, 25' years of age, graduate of Civil Engineering Mass. Institute of Technology, desires position on large construction work.

GENERAL APPLICATIONS

1384. Spanish correspondent, private secretarial experience, would like position. University graduate, married, two years in Mexico and Central America.

1385. Bookkeeper and credit man wants position either as credit man or in full charge of credit accounting.

1386. Position wanted with import and export firm. Four years experience with large textile jobbing house.

SPECIAL NOTICE

WANTED—Salesman approximately 30 years of age, experienced in canned fruits, fish, etc., capable of establishing canned goods department with local brokerage concern.

COLD ROLLED STRIP STEEL, RODS AND BARS

The Material Disposal Section of the Finance Division of the Air Service, at No. 504 Postal Telegraph Building, this city, has for sale a large quantity of Cold Rolled Strip Steel, and Rods and Bars, located at various Eastern points, and for which bids are now being received.

Description of these Rods, Bars, etc., are on file in the Exchange Hall, Chamber of Commerce, or will be furnished upon application to the Sales Department of the above section.

Knight-Counihan Printing Co.

SAN FRANCISCO
CHAMBER OF COMMERCE ACTIVITIES

Volume 6 — The Commercial, Financial, Industrial and Governmental Metropolis of the Pacific Coast — Every Thursday —— May 15, 1919 — Number 20

Road Paved for Many Benefits to San Francisco in Coming Months

EXPORT RATE PROBLEM SUBMITTED TO EDWARD CHAMBERS, DIRECTOR OF TRAFFIC, U. S. RAILROAD ADMINISTRATION

Suggestion that National Association of Manufacturers Hold Quarter Century Meeting in San Francisco Following 1920 Foreign Trade Convention meets with favor.

Preliminaries Instituted to Obtain Three European Steamship Lines and Sufficient Service to Europe to Handle California Food Products

The representatives of the San Francisco Chamber of Commerce who attended the 1919 National Foreign Trade Convention at Chicago and the Sixth Annual Meeting of the United States Chamber of Commerce at St. Louis and continued on to Washington and New York to forward the commercial development of the Pacific Coast have reported their accomplishments. Obtaining the next National Foreign Trade Convention for San Francisco and the progress made toward the revision of the recently announced export rail-rates are among the most important results of the work of those who went East in the interests of the Pacific Coast business.

Much has been gained in acquiring valuable means of publicity for the San Francisco territory in addition to the co-operation of Atlantic seaboard influences.

Through concerted efforts of the Associated Chambers of Commerce of the Pacific Coast arguments were presented to Edward Chambers, Director of Traffic of the United States Railroad Administration for immediate reconsideration of the export rates put into effect April 21, 1919.

The following petition handed to Mr. Chambers formed the basis of the discussion.

Washington, D. C., May 6, 1919.

Edward Chambers, Esq.,
Director of Traffic
United States Railroad Administration,
Washington, D. C.

The ASSOCIATED CHAMBERS OF COMMERCE OF THE PACIFIC COAST, comprising all of the important cities in the Pacific States, and represented personally by men before you delegated from San Francisco, Portland and Seattle, respectfully asks immediate reconsideration by you of the export rates put into effect April 21, 1919 and which by reason of discrimination seriously threaten the immediate trade and industrial future of all Pacific Coast cities.

In support of our request for such reconsideration and quick action, we urge the following:

In order to stabilize the business structure in this temporary period of uncertainty, a duty devolves on all men to strengthen the industrial and trade machinery of every part of the country.

In view of the pressing necessity for finding an outlet for our greatly increased production, it is especially important that this broad policy of strengthening business

equipment be applied to all existing facilities for the transaction of trade with other countries.

Before the war, the exchange of commodities with the Orient and Australia was making rapid progress, and this progress has been tremendously accelerated under war conditions by the development of a direct business that formerly passed through the hands of European middlemen.

The movement of this business was developing naturally under competitive conditions. The Pacific carriers have made special progress in this business through low blanket rates and through active trade missionary work in the foreign countries. The development of such business was then and is now an economic necessity to these carriers because of the large number of empty cars that they would otherwise haul westward.

In the interest of the industrial and trading machinery of the entire country and especially for the protection of the newer states on the Pacific, it is necessary that the basic rate structure for handling this Oriental business should be immediately returned and should be developed and added to until it becomes a highly efficient traffic arrangement for the quick handling of commodities through the Pacific gateways.

This is particularly true because the war has shown the expense and danger attached to the concentration of an abnormal volume of shipping at any few ports.

It is equally true because of that other lesson that we learned from the war that the industrial strength of the country must not be confined to any one small section or our industrial machinery will break down under the strain.

An especial necessity exists for recognizing this truth at this time because of the need for ships to feed the starving peoples of Europe and to restore the overseas commerce of the world. In the face of this need, it is manifestly faulty national economics to use ships to haul commodities eight thousand or more miles by water when the same commodities could be transported by the railroads in cars that would otherwise be empty and be delivered at the overseas destination with a water haul of little more than one-half the long voyage from the Atlantic.

The Pacific Coast cities call attention to the above basic truths because an emergency situation has been created by the export rates put into effect for the announced purpose of meeting this situation. The new rates do not establish a balanced relationship between the two coasts.

For instance, iron and steel products, which are essential to making up the weight that ships must have if they are to operate, can move from the iron and steel center around Pittsburgh at eighty cents a ton less through the Atlantic than by way of the Pacific.

We can cite to you many other commodities giving the industrial center from which they largely originate and in the majority of cases the rate structure gives an advantage to the Atlantic ports when the economic interest of the country dictated that whatever advantage there is should be by the Pacific route.

Because of this condition in causing a diversion of tens of thousands of tons of freight to the Atlantic that would otherwise move through the Pacific and is already completely upsetting our existing trade machinery for commerce with the Orient, we ask immediate action by the United States Railroad Administration with the idea of establishing a definite parity between the two coasts.

It seems to us manifest that each of the important commodities manufactured for export should be taken up as a separate case; that the national center for the industry should be determined, as for instance, steel at Pittsburgh, caustic soda at Wyandotte, automobiles at Detroit, glass at Pittsburgh, etc.; and that there should be put into effect a schedule of export rates to the Pacific Coast that would establish an absolute dead parity of rates whether the freight moves to the Atlantic ports and then by water or to the Pacific and then to the ship.

Such a rate structure should be upon an absolutely dollar and cents parity and should not take into account indeterminate items such as insurance (interest on freight in transit, inability of shippers to personally supervise transhipments or any of the other many intangible things that the shipper cannot definitely have in mind when he makes his choice of route.

Such a balancing of our foreign trade movement will throw the meeting point of rates close to the Atlantic on many commodities but the very fact of its doing so is another evidence of the danger that we learned during war times and offers good reason why every possible effort should be made to spread such concentration westward.

As a part of the general economic structure of the country, there can be no question about the desirability of moving every pound possible of this freight to the westward, as the heavy tonnage of our railroads has been and always will be an eastern movement by the reason of the hauling of raw materials to the consuming centers in the East.

We therefore ask action now, and we ask further that when such parity of rates is established that thereafter there be a working understanding between the Railroad Administration and the Shipping Board that will maintain such parity.

The Associated Chambers of Commerce of the Pacific Coast, an organization including all the cities of the Pacific States, wishes, through delegated representatives from San Francisco, Portland and Seattle, now in Washing, to call the attention of the United States Railroad Administration and the United States Shipping Board to the importance of at once announcing joint through rates from Pacific Coast cities to European and West Indian points of distribution on canned fruits and vegetables, canned salmon, condensed milk, dried fruits, boxed apples, beans, rice and the other food products that have been and should be largely marketed in Europe and the West Indies.

Such rates were in effect and were a necessary part of the marketing structure under which European and West Indian outlets for these commodities were developed.

Under war time conditions these food products were bought in quantities for the direct account of the European government and there was therefore no immediate necessity for the maintenance of these rates.

Under the stimulation resulting from war conditions a large output of these products will soon be searching for consuming markets. The old trade channels must be restored in record time and must be greatly broadened and extended in order to sell the larger quantities now available.

Because of the large part that the freight figures in the selling price of these commodities little progress can be made toward definitely developing markets for future sales until freight costs can be put on some dependable basis.

Nothing would do more to stabilize these industries than the immediate announcing of a fair and reasonable schedule of through rates that will enable producers to begin developing European and West Indian markets for these year's production.

HEAVY TRAVEL TO YOSEMITE

Advices from the office of the Superintendent of the National Park Service of Yosemite state that the first week in May, 1919, brought more visitors to Yosemite National Park than any corresponding period in past years. By private automobile, stages and railroad, all early season records are being exceeded thus confirming earlier predictions of an unusual heavy travel season.

While automobile travel into the park is still confined to the Wawona Road, a crew of men working from the Valley has reached Gentrys on the Big Oak Flat Road and there is at this writing every reason to believe that this road will be opened on schedule time—May 15th.

CHARITIES ENDORSEMENT COMMITTEE

DISABLED SOLDIERS, SAILORS AND MARINES

Retraining and and Compensation

BY CHARLES H. WINSLOW

Chief, Division of Research, Federal Board for Vocational Education

There has been somewhat of confusion in the public mind relative to the rehabilitation work in general, and it would be well to state at the outset exactly the terms upon which vocational retraining may be had by disabled soldiers, sailors, and marines at the hands of the Federal Board for Vocational Education.

The work done by the Federal Board in the way of retraining these men was designed by the Government for cases of the most serious and permanent character. The disabled man, in order to be eligible for this retraining and support, must first have been discharged from the Army, Navy, or Marine Corps; second, his disability must be such that he has been awarded or is eligible for compensation from the War Risk Insurance Bureau.

It was designed by Congress to correct the deficiencies caused by wounds or disease and to supply the disabled man with additional and other means of making a livelihood. This is done by capitalizing his remaining assets, retraining them, and making them serve in place of those qualities or accomplishments which he has lost.

Congress delegated this work to the Federal Board for Vocational Education, which has its headquarters in Washington, and District Offices in fourteen different cities of the United States, and branches of the District Offices in many other large centers.

Upon discharge, the permanently or seriously disabled man is assisted by the employees of the Federal Board to get his papers through the War Risk Insurance Bureau, and if the case is a compensable one, the matter of training can then be immediately taken up and carried forward, for while the compensation is being adjusted in the War Risk Insurance Office, the Vocational Advisers of the Federal Board go over the question of training thoroughly with the disabled man. They ascertain what his wishes in the matter are as to the course to be trained for, and the 'Case Board' consults with him. From this data a decision is reached.

In every instance where possible, the effort is to preserve and make use of the former trade or occupational knowledge of the disabled man. It is a most valuable asset, and there are really very few instances in which this trade knowledge cannot be turned to some good account. For instance, the old illustration of the structural iron and steel worker may be used. Suppose a man of this occupation has a permanently stiffened knee, or has lost a leg or an arm, and is unable to clamber about upon the skeletons of sky-scrapers or bridges. He may be re-educated possibly as an architect, specializing in steel construction; he may be trained as an inspector for municipalities or for construction companies; or he may be trained for office work in mills fabricating material of the sort, or he may be made into a stock and yard foreman of such works; or as estimator for a construction company.

The same idea is carried out in the long list of trades, occupations, and professions.

When the man enters upon his training, he is allowed a sufficient amount to pay for his board, clothing, and incidentals, averaging about $65 per month. All other expenses, such as tuition, books, laboratory material, and the like, are paid by the Federal Board. When he has finished his course, and is a competent man, if the training he has taken is for a wage earning occupation, the Placement Division of the Federal Board finds employment for him. He is inducted into that employment, and supervised for a time in order to see that his training is such that he can function under commercial conditions. His support is continued during this period of probation. When he has been pronounced competent and is placed upon the payroll of the concern, his support, of course, ceases, but the compensation from the War Risk Insurance Bureau begins. It should also be remembered that if he has dependents, an allowance of $30 per month is made for his wife, and $10 per month for each child up to three at the same time that he is being supported while pursuing his studies.

This in brief is the general course followed by the men who are taking re-education at the hands of the Federal Board.

On March 1, 1919, 39,669 disabled soldiers had been registered with the Federal Board for training or placement, or both. Of these the Board had established a working contact with 25,223 cases; 2,948 had been placed in employment at that date.

On March 15th, 2,771 cases had been recommended for training by the District Offices of the Board; 2,125 had been approved for training by the Central Office, and there were 646 cases at the Central Office in process of approval and pending action of the War Risk Insurance Bureau upon their compensable status.

Of the first 1,215 approved cases, 245 were taking some phase of agriculture; 274 were taking commercial education in some of its various branches; 372 were taking industrial and trade courses; 257 had entered upon studies for professional pursuits; 45 of them were taking elementary and Americanization courses, and 22 were unclassified.

The work of the Federal Board is growing steadily, and the volume of business is being handled as promptly as is commensurate with thoroughness. The volume of business averages eighty-three cases recommended daily for training, twenty-five notices daily of men placed in training; average daily notices received from Bureau of War Risk Insurance of new claims filed for compensation, 771; average number of letters from disabled men and interested organizations, 175; average daily applications for compensation for disabled men filed by the Federal Board with the Bureau of War Risk Insurance, 150; and the average daily notices of discharge of disabled men from the War Department to the Federal Board, 80. So it will be seen that the work has risen to large proportions.

The above is reproduced from the Reconstruction Magazine "Carry On" published by the American Red Cross for the Surgeon-General, U. S. Army.

AT THE ANNUAL ELECTION OF THE SAN FRANCISCO CHAMBER OF COMMERCE, HELD TUESDAY, MAY 13TH, THE FOLLOWING BOARD OF DIRECTORS WAS ELECTED FOR THE ENSUING YEAR:

Boardman, Geo. C.—Boardman Bros. & Co.
Bradley, F. W.
Christeson, A.—American Railway Express Co.
Dill, Marshall,—Dill-Crosett, Inc.
Eaeret, Godfrey—Shreve, Treat & Eaeret
Ford, E. T.—W. R. Grace & Co.
Gallagher, H. R.—Shell Company of California
Graham, Thos. A.—United States Railroad Administration
Gunst, Morgan A.—M. A. Gunst Branch General Cigar Co., Inc.
Levison, J. B.—Firemans Fund Insurance Co.
Lynch, Robert Newton
McBean, Atholl—Gladding-McBean & Company
Meyer, Frederick H.
Poett, H. W.—Williams, Dimond & Company
Smith, Stuart F.—Mission Bank
Smith, W. T.—Baker, Hamilton & Pacific Co.
Steines, C. W.—The Emporium
Talbot, J. A.—Western Pipe & Steel Co. of Cal.
Teller, Philip S.—Norton Teller & Co., Inc.
Volmer, R.
Weaver, Chester N.—Chester N. Weaver Company

San Francisco Chamber of Commerce Activities

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For What You Want to Know —— Call KEARNY 112

AMERICAN MADE GOODS DEMANDED IN THE PHILIPPINES

The commercial interests of the United States spend millions annually in the development of various industries and in opening and extending markets for manufactured wares abroad and for placing and keeping the United States Merchant Marine on the seas. Every important city in the United States maintains a Chamber of Commerce or other similar commercial organization. Large manufacturing concerns from the Atlantic to the Pacific are sending agents and representatives to all corners of the world in search of raw materials and for the purpose of selling manufactured goods. The Bureau of Commerce and Industry of the Philippine Islands is annually spending millions for the purpose of marketing raw materials most advantageously and to secure the best prices upon the world's manufacturers. Such is the purport of the introductory part of a letter received from Fidel A. Reyes, Acting Director of the Bureau of Commerce and Industry in Manila. In bringing out the points which he desires to convey Mr. Reyes proceeds to show the inefficiency of such activities as mentioned above as applied to the Philippine Islands, when much more desirable results could be obtained through a closer cooperation between the Government of the Philippines and commercial interests of the continental United States.

In the essence of the letter Mr. Reyes says as follows:

Manila hemp, cocoanut, sugar, tobacco, and many other products indigenous to the tropical soil of the Philippines may contribute to the development of the manufactures of the United States by furnishing raw materials at lowest prices.

The importation of Philippine products into the United States may become an important factor in the development of the market for United States manufactured wares in the Philippines by furnishing an outlet for products which must be sold before imports for Philippines consumption may be furnished, and because of the almost axiomatic reason that the nation purchasing most of the Philippine raw materials has the best opportunity of disposing of her manufactured wares in the Philippines.

Every ton of raw material taken from the Philippine Islands to the United States as return cargo on vessels bringing United States manufactures to Philippine shores contributes to the development of markets for United States manufactured goods here by reducing the laid-down cost of such goods in the Philippine Islands.

United States manufactures imported into the Philippine Islands must bear a laid-down cost sufficient to cover losses of freight suffered by vessels returning to the United States without cargo and goods bearing such costs are necessarily handicapped in the Philippine markets.

The failure of vessels carrying United States manufactures to these shores to carry Philippine products as return cargo, not only directly affects the laid-down cost of foods in the Philippines to the prejudice of Philippine consumers and United States manufacturers but indirectly affects the latter failing to place and keep the United States merchant marine on the seas.

The Philippines offer an export market for 300,000,000 Pisos worth of United States manufactured goods annually, an item worthy of consideration by a country whose government and commercial concerns are annually spending millions in an effort to extend foreign trade, because the Philippine Islands is not a manufacturing country, the purchasing power of the islands at the present time is based chiefly upon her sales of raw and manufactured products, and especially in view of the fact that this market of 11,000,000 consumers with a purchasing power of 30.00 Pisos each has been barely touched.

Note the following excerpt of foreign trade in the Philippine Islands covering a period of twenty years:

Year	Imports Pisos	Exports Pisos	Total Trade Pisos
1899	38,385,972	29,693,164	68,079,136
1903	67,622,768	64,793,492	132,416,260
1910	99,438,722	81,256,926	180,695,648
1912	123,335,802	109,846,600	233,182,402
1918	197,198,423	271,365,071	468,563,494

The trend of the total trade of the Philippine Islands during the period is steadily forward. The 1899 figures were nearly doubled in 1903, nearly trebled in 1910, and the 1912 figures were about 3½ times the total for 1899. The total for 1918 was practically seven times the original total. While the war-time trade increased more notably than formerly, the foregoing figures indicate healthy development and unreached possibilities.

In the interest then of the people of the Philippine Islands, concerned with marketing hundreds of millions of dollars worth of raw materials so essential to United States manufacturers, and in the interest of United States manufacturers of hundreds of millions of dollars worth of wares which may well be marketed in the Philippine Islands, will you not assist the Bureau of Commerce and Industry in spreading commercial gospel regarding the Philippines—their climate, people, products, resources, lands, minerals, exports and imports?

DUN'S REVIEW

There is a strong demand for knitted goods, textiles and most dry goods lines; leading jobbers reporting sales for the month past exceeding last year and there is noted some strengthening of prices. A good fall business is being booked on guarantees against a falling market. Stocks of woolens in the hands of local jobbers are light for the period and offerings for fall, limited as to patterns and colors. The selections however, are far more complete than for the past two years. Fancies are much in demand with staples such as serges, etc., weak. Prices are firm and trade is active. Tailors are doing an excellent business which has been augumented materially by the return of soldiers. Practically all men's wearing apparel lines are feeling some stimulation from this source.

Exporting departments in most wholesale lines show some lull compared with a month ago, business in Mexico being light and demand from the Orient showing evidence of conservation.

The agricultural situation continues to be very favorable and with reports of damage by inclement weather in Eastern apple growing sections, local growers are looking forward to big prices. The 1918 crop is about off the market and the price is firm at about $3.50 per box. Efforts to move the large surplus of California beans are reported meeting with some success and in the meantime prices remain firm, growers holding out for a price. Eggs continue to be placed in storage at the highest price of record. The surplus at this time is being absorbed by Eastern markets.

In general business circles, government borrowing is naturally the paramount issue. Some business awaits the disposition of the present loan. There is plenty of money in banks but commercial borrowings continue somewhat light. The prevailing rate of interest on the better grades of commercial paper continues at 5% to 5½%.

TRADE AT A GLANCE BY BRADSTREETS

SAN FRANCISCO
- Wholesale and Jobbing Trade—Good.
- Retail Trade—Good.
- Manufacturing and Industry—Active.
- Collections—Fair to Good.

SEATTLE
- Wholesale and Jobbing Trade—Good.
- Retail Trade—Good.
- Manufacturing and Industry—Better.
- Collections—Good.
- Outlook—Favorable.

PORTLAND
- Wholesale and Retail Trade—Good.
- Manufacturing and Industry—Fair.
- Collections—Fair.
- Heavy Wheat Shipment by Rail.

SPOKANE
- Wholesale and Jobbing Trade—Good.
- Retail Trade—Good.
- Manufacturing and Industry—Good.
- Collections—Good.

LOS ANGELES
- Wholesale and Jobbing Trade—Good.
- Retail Trade—Good.
- Manufacturing and Industry—Active.
- Collections—Good.

NEW APPLICATIONS FOR MEMBERSHIP RECEIVED SINCE LAST ISSUE

Chinese American Mercantile Co., Inc., Exporters and Importers, 339 Mills Building.

Commercial Bank of Spanish-America, Ltd., Bank, 465 California Street.

Ennis, Geo. H., Purchasing Agent, Food Products, 413 Insurance Exchange Building.

Grant, Robert, Iron and Steel for export, 317 Rialto Building.

Hispano-America, Newspaper, 628 Montgomery Street.

Klein Bros., Grain and Beans, 28 W. Weber Ave., Stockton, Cal.

Riesener Chocolate Co., Cocoa and Chocolate Mfrs., 405 Eighth Street.

U. S. CHAMBER REPRESENTATIVE IN NEW HOME

Paul Clagstone, Secretary of the Western District of the Chamber of Commerce of the United States, has established new offices at 634 Merchants Exchange Building.

"We have intended to make our Western District office an active one for some time, but our plans were interrupted by the war," stated Mr. Clagstone. "The government called on us at the beginning of hostilities, and our tasks have been tremendous, calling for all the energies of our directors and staff. The complete organization of the industries of the country under war service committees has been only one of our many war time activities. We now feel, however, that we can no longer put off the service which can be rendered by our district offices in New York, Chicago and San Francisco. We will try to render much of the service now performed from Washington, from these various offices, and feel that this can be made of special value to the states west of the Rockies, owing to their great distance from headquarters. We will now be in a position to answer many questions from organization, associate, or individual members in this district from our San Francisco office, and I should particularly appreciate it if our members in this city would favor us with a personal call from time to time."

UNIVERSITY EXTENSION LECTURES ON EXPORTING TO LATIN-AMERICA

It is desired to announce that a course of University Extension Lectures on exporting to Latin-America is to be given by Mr. William Fisher, beginning Friday, May 16th.

The course will consist of 15 lectures, one each Friday and Monday at 8:00 P. M. in Room 237 Merchants Exchange Building. Although Mr. Fisher's field is Latin-America the training which he will give will have a much wider application. The cost will be $5.00.

Applicants for the course should apply to the Secretary, Class Instruction University of California Extension, Berkeley, Cal.

TRANS-PACIFIC MAILS

The following sailing dates and closing times of Trans-Pacific Mails are based on the latest information furnished by steamship companies. They are subject to change on notice. Paper mail for Hawaiian and Philippine Islands closes one hour earlier than time given.

Destination	Steamer	Leave	Date	Ordinary Mail Closes Ferry	Registered Mail Closes Ferry
Australia	Ventura	S. F.	June 10	12:30 pm	12:00 m
New Zealand	Paloona	S. F.	May 31	8:30 am	8:00 am
China and Japan	Persia Maru	S. F.	May 16	10:30 am	10:00 am
	Protesilaus	Seattle	May 20	9:20 am. May 18	8:00 pm. May 17
	Korea Maru	S. F.	May 21	10:30 am	10:00 am
	Arabia Maru	Seattle	May 24	9:20 am. May 22	8:00 pm. May 21
Hongkong	Persia Maru	S. F.	May 16	10:30 am	10:00 am
	Protesilaus	Seattle	May 20	9:20 am. May 18	8:00 pm. May 17
	Korea Maru	S. F.	May 21	10:30 am	10:00 am
	Arabia Maru	Seattle	May 24	9:20 am. May 22	8:00 pm. May 21
Dutch East Indies	Persia Maru	S. F.	May 16	10:30 am	10:00 am
	Protesilaus	Seattle	May 20	9:20 am. May 18	8:00 pm. May 17
	Korea Maru	S. F.	May 21	10:30 am	10:00 am
	Arabia Maru	Seattle	May 24	9:20 am. May 22	8:00 pm. May 21
Hawaii	Korea Maru	S. F.	May 21	11:30 am	11:00 am
	Lurline	S. F.	May 22	2:30 pm	2:00 pm
	China	S. F.	May 27	11:30 am	11:00 am
Manila, P. I.	Persia Maru	S. F.	May 16	10:30 am	10:00 am
	Arabia Maru	Seattle	May 24	9:20 am. May 22	8:00 pm. May 21
Tahiti	Paloona	S. F.	May 31	8:30 am	8:00 am
Straits Settlements	Via New York unless specially addressed via Pacific steamers				

FOREIGN TRADE OPPORTUNITIES

3148. Marseille (France). Representative of American foodstuffs wishes to get in touch with manufacturers who are desirous of doing business in the region of Marseille.

3149. Marseille (France). Party desires to represent in region of Marseille, American houses dealing in canned foodstuffs.

3150. Sable (Sarthe, France). Party desires to represent in Western France an American house dealing in foodstuffs, either canned fruits, fishes or meats.

3151. Trieste (Italy). Established house, with branch in Fiume, desires to get in touch with importers and exporters desiring to extend their foreign commerce. Interested in metals, machines and tools, chemicals, ores and phosphates, produce, canned goods, oils and lubricants, paints, ropes, etc.

3152. Antwerp (Belgium). Belgian firm desires to get in touch with exporters of food products, manufactured goods, etc. All merchandise in consignment covered by bank.

3153. Osaka (Japan). Japanese firm desires to get in touch with exporters of woolen, linen and other draperies.

3154. Kobe (Japan). Exporters of porcelain, glassware, including medicine glasses and watch glasses, needles, phonographs, knitting and sewing, desire to get in touch with interested American importers.

3155. Cleveland (Ohio). Firm in Cleveland desire to get in touch with importers of glassware, chinaware, stamped enamel ware, crockery and toys, who would be interested in importing the above articles from the new Czecho-Slovakia Republic.

3156. Kobe (Japan). Exporters of hemp and manufacturers of tagal and straw braids desire to get in touch with interested importers in the United States.

OPPORTUNITY FOR REPRESENTATION IN SIBERIA

London exporter, who claims several years successful experience in the Russian market, leaving shortly for Siberia, will be glad to hear from American manufacturers and exporting houses interested in Russian trade. Address Mr. S. Fels, St. Francis Hotel.

REPRESENTATION IN EUROPE

George Selievre, 4 Rue de Boston, Boulogne-sur-mer, France, writes of his desire to represent American manufacturers in Europe. He states he has recently been demobilized and has suitable connections. He speaks several European languages.

CABLE AND RADIO DELAYS ON TRANS-PACIFIC TRAFFIC

W. R. Edmondson, Manager of the Western Union Telegraph Company, sends to patrons notification under date of May 12th, of the following delays on traffic via the Pacific:

Delay by cable to Honolulu 24 hours.

Delay by cable to Japan 115 hours.

Delay by wireless to Manila 250 hours.

Delay by wireless to Japan 200 hours.

While there is only a nominal delay to eastbound business to Europe, there is a delay of about 26 hours on business from Europe, due to accumulations during the transmission of the long peace treaty.

Assurance is given however, that the patron's files will be given the best possible attention under the circumstances.

REPRESENTATIVE WANTED IN MANILA

"San Francisco wholesale firm handling stationery, sporting goods, druggists' sundries, holiday and carnival goods and toys, desires to make connections with a resident representative in Manila to represent them in the Philippines."

WAR TRADE BOARD DISCONTINUES BRANCHES

The following notice, bearing date of May 12th, comes from the offices of the War Trade Board, 211 Custom House, San Francisco.

The San Francisco Branch Office of the War Trade Board will close May 15, 1919.

The War Trade Board will discontinue all of its remaining branch offices, viz., at San Francisco, New York, Chicago and New Orleans on May 15th; therefore, on and after that date Collectors of Customs may be consulted regarding the regulations of the War Trade Board, but applications for export and import licenses should be mailed directly to the War Trade Board at Washington, D. C. In order, however, that shippers may not be inconvenienced, applications for import and export licenses may be made by telegraph in cases of urgent need and such telegraphic applications should give the consignor, consignee, quantity, commodity and value, and the country of destination in the case of exportations or the country of origin in the case of importations, and also the United States port at which the shipment will be released through Customs.

Since the signing of the armistice, the consistent policy of the War Trade Board has been to remove the war-time restrictions on our foreign trade as rapidly as conditions would permit and to issue as far as possible general licenses under which shipment may be made without the necessity of applying for individual license to cover a particular consignment. This policy has progressed so far that the particular value of the branch offices of the War Trade Board in expediting the licenses of shipments has practically disappeared.

For the convenience of the shipping public there is appended a list of the principal general licenses now outstanding, copies of which may be obtained prior to May 15th from the local branch office and thereafter from the local Collectors of Customs or from the War Trade Board in Washington.

Announcements of the issuance of decisions or general licenses, as well as of other changes in the regulations of the War Trade Board, are always made through the press and copies of such announcements are mailed to all persons on the mailing list of the Board.

The principal general export licenses are:

No.	
RAC—42—In-transit shipments	W.T.B.R. 714
RAC—49—Personal Baggage	W.T.B.R. 502
RAC—52—Mail shipments	W.T.B.R. 715
RAC—53—Written and printed matter	W.T.B.R. 722
RAC—55—Samples	W.T.B.R. 721
RAC—63—Allied countries, including colonies, etc., and Greece	W.T.B.R. 720
RAC—77—All countries except Arabia and Turkey in Asia, certain in Europe and those covered by RAC—63	W.T.B.R. 716
RAC—78—European Holland	W.T.B.R. 731
RAC—79—Switzerland	W.T.B.R. 730

The principal general import licenses are:

No.	
PBF—19—Wheat and Wheat Flour consigned to Grain Corporation or Wheat Export Company	W.T.B.R. 417
PBF—35—In-transit shipments	W.T.B.R. 643
PBF—37—All countries except certain in Europe	W.T.B.R. 713

As certain countries and certain commodities are not covered by various general licenses, before attempting to ship under any of these general licenses, shippers should acquaint themselves with the conditions thereof in order to be certain their shipments comply with such conditions: otherwise they may subject themselves to the inconvenience of having their shipments held up at the port at which the shipment will be released through Customs.

SAN FRANCISCO DISTRICT FREIGHT TRAFFIC COMMITTEE—DOCKETS

Docket 1429—(Hearing 10:10 A. M., May 21st)—Macaroni, noodles, vermicella and spaghetti or Italian paste, carloads. Proposal to reduce rates from Eastern points to California terminals and intermediates.

Docket 1432—(Hearing 10:40 A. M., May 21st)—Twine (cotton) less carloads. Proposal to reduce rates from Eastern points to California terminals and intermediates.

Docket 1433—(Hearing 10:45 A. M., May 21st)—Pimentos (canned peppers) in mixed carloads with canned vegetables Proposal to reduce rates from California terminals and intermediates to Eastern points—also to increase minimum to 60,000 lbs.

Docket 1434—(Hearing 10:50 A. M., May 21st)—Tin cans in bulk, carloads. Proposal to reduce minimum weight from 22,000 lbs. to 14,000 lbs., Eastern points to California terminals and intermediates.

Docket 1435—(Hearing 11 A. M., May 21st)—Insecticides, liquid and dry, mixed carloads. Proposal to include dry insecticides at the rates now provided for liquid insecticides. This will result in increased rates on the former.

Docket 1437—(Hearing 11:15 A. M., May 21st)—Ends, boiler, flanged or unflanged, heads, boiler, flanged or unflanged. Proposal to increase rates and reduce minimum weight to 40,000 lbs., Eastern points to California terminals and intermediates.

Docket 1438—(Hearing 11:20 A. M., May 21st)—Soap, salt water, carloads. Proposal to reduce rates from California terminals and intermediates to Eastern points.

Amended Docket Form

In connection with its dockets, the San Francisco District Freight Traffic Committee now announces the name of the petitioner in whose interest applications are filed. Interested members may secure this information by communicating with the Traffic Bureau.

Shipping Day Plan Amended

Mr. R. L. Ruby, writing for the United States Railroad Administration, advises that the present Shipping Day plan, which applies to less-carload shipments, will soon be amended. For the information of members, the following is quoted from Mr. Ruby's advice of May 8, 1919:

"Arrangements will be made, effective May 15th, to accept LCL freight daily as offered and respect shippers' routings. However, with certain minor changes, the present routings as published in Shipping Day Guides will be respected by shippers, unless otherwise directed by consignees."

Correction of Proposed Import Rate List

The Traffic Bureau desires to announce the following corrections to the list of proposed new import rates, as published in the Activities of May 7, 1919:

The rate on antimony ware should be $2, less carloads, instead of carloads; the rate on willow baskets will be $5.50, less carloads; the rate on cotton goods will be $2, any quantity, instead of $2, carloads; the rate on dry goods will be $3.12½, any quantity, and the rate of $2.19, carloads, should be erased; a rate of $3, less carloads, is added for skins and hides, dry; a rate of $2.50, less carloads, is added for woodenware; the rates of $1.25 announced in connection with wool in grease, and $1.62½ in connection with wool, scoured, apply any quantity instead of carloads.

These corrections are necessary on account of error in telegraphic transmission.

The rates announced will become effective not later than June 1, 1919, and upon three days' notice. The tariff in which these rates will be published will provide that goods now in San Francisco which have been imported within eighteen months of the effective date of the new tariff may go forward at rates provided therein.

PLACEMENT BUREAU

DISCHARGED SOLDIERS AND SAILORS

125. Wanted; an executive position with an industrial or commercial concern. Will be discharged from Air Service in about ten days. Formerly manager of very prominent local concern.

126. Young man, age 26, recently discharged from Army, desires employment in large concern as typist, stock clerk or ledger clerk. Initial salary secondary consideration if advancement is received according to ability.

127. Wish position with export and import concern. Have had experience in green, dried and canned fruits.

128. Experienced rod man or chain man. Discharged soldier, good references, will accept position in city or country.

129. Discharged officer, Navy, Assistant Paymaster, Naval Reserve, wishes office work in wholesale concern. College graduate with law degree.

130. Position wanted by discharged soldier 27 years old, married, would like employment where executive and general clerical ability is required. Can furnish best of recommendations from Army officers.

GENERAL APPLICATIONS

1387. Young man, age 37, desires clerical position with shipping firm, has had 5 years with steamship company, and has best of references. Salary not so important as to connect with firm where ability is appreciated.

1388. Office manager, thirteen years experience with corporation, can furnish satisfactory references. Permanent position more vital than large salary.

1389. Spanish and American correspondent seeks position.

1340. Wanted position as assistant to export manager by young man 33 years of age; 14 years experience with one jobbing house in this city; high school graduate. Salary open. Student of Spanish and foreign trade at present.

The Alumni Bureau of Occupations of the University of California has men who can fill pharmaceutical, analytical, civil engineers, accountants, and miscellaneous positions.

MARINE DEPARTMENT

Toyo Kisen Kaisha Steamer Persia Maru arriving here last week from China and Japan via Honolulu brought 2,650 tons of general cargo, 86 cabin passengers, 155 Asiatic steerage passengers, and 746 packages U. S. Mail. Among her cargo there was 1,454 bags coffee, 5,000 cases oil, 2,851 packages raw silk, 610 bales rubber, 1,200 packages waste silk, 19,245 bags rice and large shipments of bananas, matting, pineapples and Shoyu.

The big tank Steamer Caddo will leave here proceeding to Tampico in ballast, where oil will be loaded for South America which will be shipped by the Standard Oil Company.

A. F. Thane & Co. have chartered three wooden steamers of the United States Shipping Board fleet, to load ties at California ports for discharge in the United Kingdom, at rate of $45.

Gulf Mail Steamship Company's Chartered Steamer Joan of Arc left here last week for the West Coast with over 2,500 tons of cargo aboard, part of which is lumber.

United States Shipping Board Steamer West Sequana arrived in port last week from San Pedro where the vessel was launched late last year. She will go on the berth immediately to load for Yokohama, Kobe, Shanghai, Manila and Hongkong. The freighter has a carrying capacity for 12,000 tons of cargo and is under charter to the Pacific Mail Steamship Company which will give the big carrier a quick despatch.

Shell Oil Company's Steamer Pearl Shell arrived here last week from Tampico with 7,800 tons of Mexican crude oil, which was taken to the company's plant at Martinez. Two more of the company's tankers will follow later, after which the three take oil to the Orient thence to England.

The following named steamers will arrive here this month from the Orient: Nippon Maru, China, Ecuador, Buyo Maru and Tenyo Maru.

BUSINESS WANTS

HONEY—A. F. Schultz, 2nd and Yamhill Streets, Portland, Ore., is in the market for honey in wholesale quantities.

REPRESENTATION IN SAN FRANCISCO—E. Livingston, Secretary Services Publishing Company, Munsey Building, Washington, D. C., desires to make arrangements for representation in San Francisco.

AVIATOR—Leon E. Cohn, Hailey, Idaho, wishes to arrange with an aviator to fly in that city on July 4th and 5th.

BATHING SUITS—T. Hardy Jackson, c/o Phillips Lumber Company, East Columbia, Texas, is in the market for bathing suits.

REFINERS OF SOYO BEAN OIL—Taft & Suydam, 112 Market Street, San Francisco, desires to get in touch with refiners of soyo bean oil.

FERTILIZER—I. A. Stub, Martinsdale, Mont., is in the market for fertilizer.

CANVAS HOSE—Wm. Cullums, Lyons, Oregon, is in the market for canvas hose for irrigation purposes.

WOOD PULP—Getz Bros. & Co., 530 Davis Street, San Francisco, desires to communicate with producers of wood pulp.

SALT REFINERS—Willets & Patterson, 206 Lumber Exchange Building, Portland, Oregon, wishes to get in touch with salt refiners.

BROOM HANDLES—Walter Hays, P. O. Box 555, Raymond, Wash., is in the market to dispose of broom handles.

CONFECTIONERY, PAPER BOXES AND BAGS, WHOLESALE—Mrs. E. S. King, General Delivery, Reno, Nevada, is in the market for confectionery, paper boxes and bags, wholesale.

BUILDERS HARDWARE—C. I. Barr, c/o Chamber of Commerce, Astoria, Oregon, desires to get in touch with wholesale dealers in builders hardware.

SLIPPER BUCKLE—Star Embroidery Company, 1801 Berenice Ave., Chicago, Ill., wish to make arrangements with a shoe finding firm to handle a slipper buckle.

MACHINERY—Chas. M. Thrasher, Douglas, Ariz., is in the market for machinery to manufacture paper bags.

TOBACCO AND CIGARS—Buff Candy Company, El Paso, Texas, is in the market for tobacco and cigars, wholesale.

HOPS, BARLEY AND MALT—J. A. Kirsch & Co., Inc., 105 Hudson Street, New York City, is in the market for hops, barley and malt.

MOLDING SAND—C. W. Atkins, P. O. Box 609 Aberdeen, Wash., is in the market for molding sand for iron castings.

MALTING BARLEY—F. E. Harris & Company, 2nd and Main Streets, Los Angeles, Cal., is in the market for malting barley.

MUSTARD SEED—Walter Brokerage Co., 501 Chamber of Commerce Building, Rochester, N. Y., is in the market for California yellow and Triest mustard seed.

PUBLISHERS—F. W. Harris, 905 East 6th Street, Olympia, Wash., desires to get in touch with San Francisco publishers.

CENTAL BAGS—Bruce Bag & Burlap Company, 3301 Commerce Street, Dallas, Texas, is in the market for once-used, fresh emptied California wheat cental bags.

REDWOOD LUMBER—Jessen & Mahilton, 302 Martin Building, El Paso, Texas, are in the market for redwood lumber.

HARD CANDIES—General Sales Co., 112 Market Street, San Francisco, desire to get in touch with Eastern manufacturers of hard candies wishing representation in this market.

BRUSHES FOR APPLYING HOT GLUE—J. Niederer Company, Main and Jefferson Streets, Los Angeles, Cal., is in the market for specially made brushes for applying hot glue.

WHO?

Who is the Farm Advisor of San Francisco County?

This inquiry was received by the Chamber.

GOVERNMENT BIDS

Bids will be opened by the General Purchasing Officer of the Panama Canal, Washington, D. C., on June 2nd for the purchase of mogul type locomotives, dump and flat cars, offered for sale by the Panama Canal.

Bids will be opened at the Zone Supply Depot 425 Central Building, Los Angeles, on May 19th for fresh beef.

Bids will be opened at the Zone General Supply Depot at Fort Mason on May 19th for electrical supplies.

Bids will be opened at the Zone General Supply Depot at Fort Mason on May 19th for water color paints; and on June 9th for 2,000 rubber stamps.

Bids will be opened at the Zone General Supply Depot at Fort Mason on May 17th for Eastern white oak lumber; on May 19th for Manila rope, upholsterers, tacks, paints, cotton mops, calcium chloride and bolts.

Proposals will be received by the Zone Supply Officer at Fort Mason on May 27th for salvage rubber including hose, inner tubes, tires, etc.

Bids will be opened at the Deputy Zone Supply Depot, 425 Central Building, Los Angeles, Cal., on May 19th for butter and oleomargarine.

Bids will be opened at the Zone General Supply Depot at Fort Mason on May 26th for cooking utensils including roasters and kettles.

Details and specification for the above are on file in the Exchange Hall of the Chamber of Commerce.

BUSINESS ANNOUNCEMENTS

Announcement has been made that about May 1st, the store at 34 Kearny Street would be closed and the business of Geo. H. Kahn would be consolidated with Henry Kahn & Company under the firm name Geo. H. and Henry Kahn & Co. with two stores, one of which is located at 54 Geary Street and the other at 590 Market Street.

The California Bean Company, with offices and warerooms at 214 Front Street, wishes to announce that they have recently engaged in dealing in all grades and varieties of California dry beans. In addition to the San Francisco offices the company operates a warehouse and cleaner on the waterfront at West Berkeley.

Ohashi Importing Company, 339-343 Commercial Street, desires to announce that they are moving from their present address and after June 1st will be settled in ther new location at 441 Clay Street.

The Hutchinson Sugar Plantation Company has sent out announcements of the removal of its offices to room 602 Oceanic Building, No. 2 Pine Street.

BUILDING AVAILABLE FOR MANUFACTURING

A building 36 feet wide by 80 feet long, on a lot 41 by 140 feet, formerly occupied by the San Bruno Avenue Improvement Club Hall Association and containing two rooms on the second story with a large hardwood floor room with 25 foot ceiling on the ground floor all of which is supported with a substantial concrete foundation is now available for industrial purposes. The premises are at present occupied by the plant of the Western States Knitting Mills and arrangements for a lease may be made by applying to that firm at 2550 to 2570 San Bruno Avenue.

ORIENTAL GOODS IN MISSISSIPPI VALLEY

Merchant in Middle West who says representatives cover entire territory from Duluth to New Orleans, would like to handle carload lots for importers of Japanese and Chinese goods. Details may be obtained in the Foreign Trade Department of the Chamber.

COFFEE ARRIVALS

The Green Coffee Association of the San Francisco Chamber of Commerce reports the following arrival during the past week, with coffee consigned to members:

May 8, 1919—S. S. Persia Maru, 987 bags of coffee.

Knight-Counihan Printing Co.

SAN FRANCISCO
CHAMBER OF COMMERCE ACTIVITIES

Volume 6 | The Commercial, Financial, Industrial and Governmental Metropolis of the Pacific Coast | Number 21

Every Thursday —— May 22, 1919

Chamber's Officers Elected by New Board of Directors

Atholl McBean to be President

The San Francisco Chamber of Commerce, through its new Board of Directors, elected its officials for the ensuing year at the first regular meeting of the new Board on Tuesday last.

The new President is Atholl McBean of Gladding, McBean & Company. Entering upon his third year as a member of the Board of Directors, Mr. McBean looks back upon an active career in Chamber of Commerce work. In addition to devoting much of his time to the activities of this organization, he gave up his own business during the war to go to Switzerland in the interests of the Red Cross, as Deputy Commissioner in charge of American Prisoner Relief. All members of the new Board are greatly pleased at the acceptance by Mr. McBean of this important position.

In entering upon his new duties Mr. McBean stated: "Community service and a recognition of the Bay District as a commercial and economical unit will be the keynote of San Francisco Chamber of Commerce activities during the coming year. Each department is to be brought to its highest degree of efficiency if it has not already reached that eminence, and machinery is to be provided to keep each member of the Chamber informed of the activities of his organization so that he may take the fullest advantage of the facilities it affords.

"It is my idea that the Chamber should work from the inside out. I am hardly prepared to say whether each of the departments has reached its highest efficiency in the service that it renders the members of the organization. If they have not, an endeavor will be made to see that they do, through augmented force or facilities if necessary."

"The activities of the Chamber will continue along the same broad lines which have characterized it in the past."

Following are listed other officials elected at today's meeting:

1st Vice-President—Wellington T. Smith, of Baker Hamilton & Pacific Co.

(Continued on next page, col. 2)

ATHOLL MCBEAN

ALL-YEAR ROUND HIGHWAY MUST BECOME REALITY

Today marks the opening of the campaign of the Yosemite Valley Highway Association to raise the $1,000,000 needed to guarantee the construction of a paved year-round highway from Merced to Yosemite National Park. The campaign will conclude June 7th.

The drive will be undertaken on a Statewide basis and during its tenure will be conducted intensively in every city and town. The $1,000,000 will be raised by the sale of certificates, costing $5 each. Each certificate will be good for automobile or motorcycle admission to Yosemite during any one season in lieu of the government's regular $5 toll.

Public spirited Californians—motorists and all others interested in the development of California's scenic resources—will be asked to buy the entrance certificates. The goal of the Yosemite Valley Highway Association is the sale of 200,000 certificates.

The highway will be 70 miles in length. When it is completed motorists will be enabled to gain access to Yosemite every day in the year. Existing highways to the National Park are blocked with snow during the greater portion of the winter. Consequently, Yosemite's winter grandeur is lost to the world. The proposed scenic boulevard will be below the snowline at all seasons. Its maximum elevation will be 2,965 feet.

The total cost of the road will be $1,700,000. Seven hundred thousand dollars has been assured from the Federal and State Governments, leaving $1,000,000 to be raised by public-spirited Californians.

State Chairman Rudolph Spreckels is receiving assurances from all sections of the State that thousands of motorists are anxious to purchase the entrance certificates.

Construction of the road will be undertaken by the State Highway Commission as soon as the money needed is at hand.

The plan for raising the $1,000,000 has the endorsement of the Department of the Interior, which is cooperating in every possible way to make the coming drive a success. The reason the people of California are being appealed to for money for this highway construction is that sufficient money for this project will not be available from State sources for years to come. It is felt that the winter wonders of Yosemite should be thrown open to the world at the earliest moment possible.

Certificates may be secured from May 22nd to June 7th, through all reliable automobile and accessory dealers, principal stores, garages, hotels, chambers of commerce and other recognized public associations.

EMPLOYERS ATTENTION

The Chamber of Commerce has received several thousand copies of pamphlet entitled "Made in Germany" by "Uncle Joe" Cannon, which is being widely circulated among the workmen by Eastern employers who are making an effort to counteract the Bolshevik tendency which appears to be gaining headway. There has been such a heavy demand for the pamphlet that the second edition has just come off the Government presses.

Local employers seem slow to recognize the value of such propaganda, although it is being used in the East with excellent results.

Several weeks ago the Chamber sent notice to a number of our larger employers that it had been advised of the publication of the above mentioned pamphlet and would obtain any desired number for local distribution. Anticipating a large demand several thousand copies were secured and will be furnished at cost, which is $12.51 per thousand, until the stock is exhausted.

Send in your orders at once.

HARBOR REPORTS FOR DISRIBUTION

The Chamber has just received an abundant supply of copies of the Biennial Report of the Board of State Harbor Commissioners for the Fiscal Year commencing July 1, 1917 and ending June 30, 1918.

Any person interested in the progress of the San Francisco Water Front may obtain a copy of this report by applying at the information desk of the Chamber of Commerce.

LOCAL COOPERATION AT FOREIGN TRADE CONVENTION GREATLY APPRECIATED

The Board of Directors of the San Francisco Chamber of Commerce at its regular meeting today adopted resolutions thanking both the San Francisco Convention and Tourist League and the San Francisco Board of Supervisors for for their active participation and cooperation in the recent Foreign Trade Convention in Chicago.

The next convention is to be held in San Francisco, probably from May 10th to 15th, 1920, and the Chamber feels the aid of these local agencies was of considerable value in putting forward San Francisco's claims to this important meeting.

(Continued from page one)

2nd Vice-President—Robert Newton Lynch
3rd Vice-President—George C. Boardman of Boardman Bros. & Company
Treasurer—Stuart F. Smith, President of the Mission Bank.
Secretary—L. M. King

Robert Newton Lynch, who has served the Chamber as Vice-President and Manager for the past six years will continue in this capacity and Vice-President George C. Boardman is also giving his whole time to the work of the Chamber.

The retiring President, Frederick J. Koster, expressed himself as greatly pleased with the new official arrangement and in reviewing his occupancy of the position, stated:

"In retiring from the Presidency of our Chamber, I feel a deep sense of gratitude for the loyal support that has at all times been accorded me. I have had the privilege of serving our organization for three successive terms and, together with my fellow officers of the Chamber, backed by a most remarkable support and understanding on the part of the membership, have sought to build up the work of our predecessors in making the organization a statesmanlike institution of community service. That the maintenance of such an organization is necessary in the general community interest goes without saying and with all my heart, I urge for the new Board of Directors and new officers of the Chamber a continuance of that sympathetic backing which has been so whole-heartedly accorded to the retiring officers.

"There is due, not only from myself as President, but from the whole membership a sense of grateful appreciation to the officers, department heads and personnel of the organization. There surely has been a spirit of loyalty such as is rarely found anywhere.

"Our city has a wonderful opportunity. What its future shall be rests upon the spirit of its citizenry. Let us put our best into this organization of ours to the end that it may continue to do its part in leading the community forward in the direction of its highest destiny."

CHARITIES ENDORSEMENT COMMITTEE

SCHEMES CAPITALIZING SYMPATHY AND PATRIOTISM

The following is quoted from the San Francisco Chronicle of May 17, 1919:

SELLERS OF POSTERS SOUGHT BY POLICE

The police are looking for a group of discharged soldiers and sailors who have been distributing posters announcing the Navy's Welcome Home Day celebration last Tuesday and charging automobilists 25 cents apiece for them. Several score drivers have been addressed by uniformed men, who ask permission to paste a paper on the windshield, "just to advertise the Navy's big day," they would say, and then ask for a donation of 25 cents "to help defray the expenses." A police investigation developed that the discharged service men were hired by a printer who sold them the posters at 10 cents each, with instructions to demand 25 cents from the victims.

The above method is paralleled in every big city of this country, and is reaching a point, that will cause some national or local legislation, against all those who are making use of discharged men in uniform, to promote their personal gain through the sale of magazines, tickets, buttons, posters, etc.

We are in receipt of a copy of "Greater New York" published by the Merchants Association of New York, containing the following articles:

UNIFORMED MEN NOT DESTITUTE

Report Made to the Labor Department Reveals Fakirs and Grafters Posing as Soldiers

LARGE PROFITS IN PEDDLING

An interesting report of the solicitation of funds by men in uniform has been made by the Bureau of Investigation and Inspection of the Federal Department of Labor.

INTEREST OF THIS ASSOCIATION

The Merchants' Association recently asked the War Department to make a ruling regarding such solicitations, which includes the sale of papers, banners, buttons and insignia. The War Department called attention to an order forbidding men in the service from engaging in such sales.

The Labor Department report makes the following assertion:

"Men engaged in this practice are frequently civilian beggars masquerading in uniforms, or else discharged soldiers who do it from choice and not from necessity."

A statement from the Department of Labor, commenting upon the report, says:

"This report shows that button selling is a lucrative business. Many men arrested by the military authorities admit having made from $10 to $25 a day selling badges and banners. One man, who was asked by an investigator if he would like a job, laughed at the investigator and said: "Why should I work, I made $50 yesterday selling 'Welcome Home' buttons."

NEVER IN THE SERVICE

"Of twelve men in naval uniforms, three admitted outright that they had never been in the naval service. Four others insisted that they had been regularly enlisted, but were unable to answer satisfactorily when questioned on the details of training, such as executing the hand salute, the proper military about face, etc. Men were able to buy the buttons for about $2 a hundred and sell them for whatever they could get, generally from 10 to 25 cents each. Practically their entire receipts were clear profit.

"Most of the discharged soldiers doing this selling are of the class doing this sort of work before being inducted into the military service, crooks and fakers of every class. Since their discharge they have been capitalizing the uniform in every possible way."

FOREIGN DECORATIONS

A large number of men were found wearing foreign decorations who had never been in the army, and there were many cases of men wearing stripes for fictitious wounds. No uniformed man was found selling anything on the streets because he was forced to do so for lack of employment.

THESE "GRAFTERS" FOUND CITY EASY

Two Men, Now in Jail, Collected Some $4,000 Fraudulently Before They Were Caught

PLENTY OF CARELESS GIVERS

FAKE "AD" MEN JAILED

Officials of the Fire Department displayed great interest recently in the trial of John Kelly and Patrick Cronin, who were convicted and sentenced to an indeterminate term in the penitentiary on Blackwell's Island, on a charge of petit larceny. They are said to have solicited advertisements for a year on the fraudulent representation that they represented the Firemen's Benevolent Association.

The specific charge is that they got $25 from Maria C. Downes, owner of the Lincoln Theatre. Assistant District Attorney McGrath, who prosecuted the men, said they probably collected about $4,000.—From the "Evening World," May 6th.

DODGES OF THE GRAFTERS

The methods of grafters are many and varied, but soliciting advertisements for year books, souvenir programs, etc., is one of the favorite schemes. Sometimes the solicitor claims to represent a legitimate and well known association, even going so far as to use bogus letterheads and forged credentials. Sometimes the solicitor and his accomplices create an organization for the sole purpose of getting out a year book or program with which to appeal to the unsuspecting public.

HOW LONG?

How long will the public remain unsuspecting? How long will reputable organizations themselves use methods which may be so easily imitated by grafters? There are certain things which the contributing public has a right to know, and these all standard organizations are glad to report. Refusal to give proper addresses, financial statements, purposes of organization, etc., should be cause enough to justify a refusal of a contribution.

Substitute San Francisco for New York, and the articles are apropos of local conditions.

BEFORE DONATING CALL UP THE CHARITIES ENDORSEMENT COMMITTEE, KEARY 112

THE COMING HARVEST

South Pacific Miller's Association Issues Data

The Grain Corporation has not yet announced its program for handling the new wheat crop nor has it given out any information relative to the new agreement which, it is likely millers will be asked to enter into, effective July 1, 1919.

In fact, a telegram yesterday from Wheat Director J. H. Barnes stated that the new policy, form of contract, etc., would not be decided upon until early June.

Therefore, as a large number of members of this Association have asked for information, we would bring the following facts to their attention.

The Grain Corporation wants millers to handle their business and to function as nearly on a pre-war basis as possible. There is no reason, for example, why a miller should not buy as much wheat as he requires, direct from farmers—paying, of course, the government guaranteed price. The early wheat crop may sell for a higher price on account of the present demand and the fact that premiums are being offered but this fact presents a question for each mill to decide for itself.

It is understood that millers may make their financial arrangements to handle the crops as heretofore. The Grain Corporation stands ready, however, to buy any wheat offered on the government basis.

Millers have no occasion to worry over the present situation as we have the Grain Corporation's assurance that the millers' interests will be protected during the coming season.

San Francisco Chamber of Commerce Activities

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465 California Street
San Francisco

For What You Want to Know —— Call KEARNY 112

CHAMBER REPRESENTATIVE REPORTS ON IMPORTANT QUESTIONS

Among the many pertinent matters taken up by the representatives of the Chamber of Commerce during a recent trip to New York and Washington, the following are particularly timely and are herewith reported for the information of members:

CABLE SERVICE

The question of poor cable service was taken up in Washington but inasmuch as the cables had been turned back to the original companies by the Government on May 2nd it was necessary to return to New York and interview the heads of the Postal Company and the following information was secured:

There is but one cable from San Francisco to Guam. From there two cables radiate, one to Manila—an American line—and one to Japan under Japanese control. The line to Manila is out of order, in fact is broken by apparently a submarine eruption as some six hundred feet are missing in some three hundred feet of water. The repair ship is on the ground and trying to make repairs but owing to the depth and the length of the break it may take weeks, months or even a year. The line from Guam to Japan is in good order but the volume of business is very much in excess of its capacity. Prior to the war all messages for Siberia and Northern China were sent via Europe thence over the Trans-Siberian Railway but that is hopelessly out of repair owing to the conditions existing in Russia. All messages for India used to be sent via a British cable through the Mediterranean but owing to the German U-Boat activities this could not be kept up. In consequence of this all messages for Northern China, Siberia and India now have to go over the one cable to Guam and thence via Japan or wireless to Manila both of which routes are heavily overcrowded. It is claimed that the American end of the cable at Guam can keep the work fairly clear but that the Japanese end is unable to do so. In this connection there is the old German-Dutch cable line running from Guam to Yap and from Yap to Shanghai. This was seized by the Japanese or British during the wa and while it was reported in perfect condition it is not being operated. If this line could be restored to commercial use it would very materially relieve the situation and the Washington representative of the Chamber has been asked to make representations to the State Department, the Dutch Ambassador and other Government Bureaus. As to the delay in San Francisco of notifying senders that their messages could not be sent after holding them some ten to twenty days the Postal Authorities stated there was no excuse and that they would immediately take the matter up with their local manager. If there is no improvement in this respect the public will know where to place the blame, viz: on the cable company. With respect to the radio service little could be learned but the matter is now up in Washington to secure full information as to future possibilities.

THE SHIPPING SITUATION

The question of the Shipping Board supplying ships for the Pacific Coast trade was taken up with Chairman Hurley, Director of Operations and other officials of the Shipping Board. The fact was developed that practically only American ships were being used in transporting food to Europe. It was claimed this was by direct order of the President and efforts to have the British furnish their quota of tonnage had failed. In consequence of this the British were utilizing their vessels to regain their old trade routes whereas the American ships were almost entirely devoted to food relief. Congress will undoubtedly be asked to investigate this situation but there is not much use crying for ships if the President of the United States commandeers them for relief purposes.

From figures shown the peak has been reached and one or two vessels a week are being turned over to commercial use and the Army is gradually releasing some of the vessels assigned to it. However, under present conditions it does not look very hopeful for the next sixty or ninety days unless Congress takes some definite action to protect American commerce.

California having the largest crop in its history is facing a grave crisis unless ships are provided to transport commercial foodstuffs to Europe. The Government has stopped buying large supplies, packers will not buy unless they can have idea as to how and when shipments can be made and at what prices and naturally the banks will not advance money to the farmers unless there is some reasonable prospect of their marketing their crops.

California and Washington are constantly turning out large steel ships which are immediately sent to the Atlantic and put in the food relief trade. Efforts are being made by the Chamber to have these ships loaded with California food products and sent direct to Europe. If this can be done and the ships allocated definitely so that definite sailings and rates can be announced it will have a very material bearing on the prosperity of this State. Under present orders it appears the Shipping Board cannot do this and possibly further Congressional action may be necessary.

IMPORT AND EXPORT RAIL RATES

A large and prominent committee from the principal cities of the Pacific Coast headed by President Koster of the San Francisco Chamber of Commerce called upon Mr. Edward Chambers, Director of Traffic of the U. S. Railroad Administration and urged a reduction in the recent export rail rates and the addition of a large number of commodities. Mr. Chambers frankly stated his position was the same as theirs, viz: that rates via the Pacific Coast should be equalized with these via the Atlantic, that he was anxious to secure loads for the Westbound cars now going empty but that he could not give the Pacific Coast any undue advantage over any other section and claimed that, in the main, the present rates were figured with the end in view to give all justice. He admitted there were some discrepancies and suggested that a committe of experts from the Pacific Coast meet with his rate experts and go over the matter thoroughly and they were to have met this week. Great pressure has been brought to bear upon him for reduced rates both to Gulf and Atlantic ports and that in dealing with the situation he must consider all sections. It is hoped some relief will soon be afforded but that all the committee asked for will not be granted is very evident. However, such reductions as are refused will be so explained as to try and show exporters there is no discrimination against the Coast. The expert committee is now in Washington working on this proposition.

The foregoing statement is made not for the information of those interested but to convince those uninformed that the Chamber of Commerce is taking every step within its power to bring about better foreign trade conditions and will not rest until this is accomplished even if it has to appeal to Congress for relief.

MARINE DEPARTMENT

J. J. Moore & Co., Inc., have chartered the Schooner W. H. Talbot, and placed her on the berth at San Francisco in the Australian Dispatch Line, to load for Sydney direct. Vessel starts taking cargo on May 10th and will receive quick despatch.

The Trans-Oceanic Company announce that the Steamer Taiyu Maru will load at this port, late June, for Vladivostok direct. Also that the Kaikyu Maru, a new freighter, will load the same time here, for Yokohama and Kobe.

The Stark Mason Steamer Centralia is scheduled to leave out on May 20th for ports in Mexico and Central America.

The next sailing from San Francisco for Australia of the Oceanic S. S. Line will be their Steamer Ventura on June 10th for Honolulu, Pago Pago and Sydney.

Ship James Rolph, which left here last week for Queenstown with a cargo of barley sailed direct to the Canal Zone, instead of via Cape Horn, thence to Europe.

Japanese Steamer Oridono Maru which left here last week for Dublin had aboard 137,094 sacks barley shipped by Strauss & Company, weighing 14,539,173 pounds.

The Maritime Navigation Co., 433 California Street, have received a consignment of the "Shipping Guide" from their home office in New York, and will be pleased to distribute them, free of cost, to any member of the Chamber.

The April number of the register of vessels owned by the United States Shipping Board, has been received by the Marine Department, for use of the members.

Carrying passengers and freight from San Francisco, the Pacific Mail Steamer Colusa, will leave out on May 31st for Far East ports, in their Manila-East India service. Ports of call include Honolulu, Manila, Saigon, Singapore, Colombo and Calcutta.

Norwegian Steamer Tancred, arriving here last week from Oriental ports, brought among her cargo 16,403 bales rubber, 1,787 bales wool, 350 bales cotton, 600 barrels cocoanut oil, 1,000 barrels cotton seed oil, 1,397 packages tea, large shipments of pelts, hides, pig iron, skins, tallow and walnuts.

Steamer Maricopa which left last week for Nagasaki took 68,000 barrels fuel oil shipped by the General Petroleum Company.

Standard Oil Steamer El Segunda will take fuel to Alaska after which the tanker will proceed back to this port, to load for the Atlantic Coast.

Schooner Rose Mahony has been chartered to take barley at this port to the United Kingdom direct, at the rate of $36.50 per ton by Balfour, Guthrie & Company.

The Steamer Elizabeth arriving here last week from Coquille River points brought 98,200 pounds of cheese among her cargo.

Advices received at this department last week from Dawson, stated that the river is breaking in many points above Dawson, and likely will open this week. Heavy freight shipments are now at Lake Labarge awaiting first steamers for Dawson and Fairbanks.

Norwegian Motorship Trolltind, built in the North last September, is ready to proceed to this city, where the vessel will load barley for the United Kingdom.

FOREIGN TRADE OPPORTUNITIES

3157. Ft. Calhoun (Nebraska). Firm desires to get in touch with importers or shippers of peanut meal and cake, cocoanut meal and cocoanut cake.

3158. Liverpool (England). Firm desires to get in touch with packers of pineapple, apricots and other fruits, who desire to sell in the English market.

3159. Madras (India). Managing agents for two mining companies handling chrome, manganese and pyrolusite ores, desire to get in touch with interested importers. Details on file at this office.

3160. Carcassonne (France). Party desires to secure the agency for France for firm desiring to extend their foreign commerce. Especially interested in canned goods, chemicals, machinery, raw and manufactured products.

3161. Bindjei (Sumatra, Dutch East Indies). Export house desires to get in touch with importers of tea, coffee, copra, copra-oil, rubber, etc.

3162. Kobe (Japan). Japanese firm desires to connect with importers of celluloid, celluloid manufactures such as combs, hair pins, toys, buttons and brushes.

OPPORTUNITY FOR ORIENTAL REPRESENTATION

A representative of local wholesale grocery, confectionery and bakers' supply house, contemplates taking a trip within the next few months to the Orient and will stay at least a year. Desires to get in touch with local houses who wish to make connections in the Orient, either for buying or selling.

COFFEE ARRIVALS

The Green Coffee Association of the San Francisco Chamber of Commerce reports the following arrivals during the past week, with coffee consigned to members:

May 13, 1919, S. S. Korea, 1,314 bags of coffee.

May 14, 1919, S. S. Centralia, 6,471 bags of coffee.

NOTE OF APPRECIATION

The following communication addressed to C. P. Converse, Secretary, Foreign Trade Department of the Chamber, by O. K. Davis, Secretary, National Foreign Trade Council, indicates the important work performed in the interest of the Foreign Trade Convention just completed:

"Mr. Farrell has asked me to express to you on behalf of the National Foreign Trade Council, as well as for himself, the sincere thanks of the Council for your participation in the Sixth National Foreign Trade Convention. The Council is deeply appreciative of your effective cooperation in making the Convention successful. In transmitting this expression of the thanks of the Council, let me add a word of personal thanks and appreciation."

PAN-AMERICAN UNION TO MEET JUNE SECOND TO FIFTH

San Francisco Business Men Invited to Participate

The San Francisco Chamber of Commerce and its individual members today received a telegraphic invitation from John Barrett, director-general of the Pan-American Union, to participate in a Pan-American commercial conference to be held in Washington June 2nd to 5th. The telegram states:

"The Pan-American Union in its capacity as the international organization and office of the American Republics devoted to the development of commerce and intercourse among them has through its governing board, composed of the Secretary of State of the United States and the Latin-American diplomatic representatives in Washington, authorized me to extend to the San Francisco Chamber of Commerce and its individual members an invitation to participate in a special Pan-American commercial conference, which will be held in the Pan-American Building in Washington on June 2nd to 5th. In view of the unprecedented, widespread interest in Pan-American trade and both the necessity and advantage of a thorough exchange of views between official, experts and others concerned of both North and South America, it is believed that this conference will be greatly appreciated and largely attended by commercial and financial interests. Addresses will be delivered by the best authorities of both Latin-American and the United States and there will be the fullest discussion open to all participants."

BUSINESS WANTS

DROP FORGINGS—F. F. Taylor, Pan Motor Co., Saint Cloud, Minn., desires to get in touch with users of drop forgings in this city.

PLASTER—J. G. Blindbury, P. O. Box 760, Fresno, Cal., wishes to communicate with producers of plaster of paris decorations and plaster statues.

BROOM CORN—Harris, Luna Co., 24 California Street, San Francisco, are in the market to dispose of broom corn.

AGAR—A. C. Bass, Winslow, Ariz., is in the market for agar to be used for manufacturing purposes.

TOMATOES—Paul S. Stevens, R.F.D. A, Box 52, Thermal, Cal., desires to get in touch with wholesale dealers in tomatoes.

MINERALS—Pacific Atlantic Trading Syndicate, 74 New Montgomery Street, San Francisco, desires to get in touch with buyers of bluestone, soppras and copper.

ICE MACHINE—A. Jacquemart, 320 Market Street, San Francisco, wishes to communicate with dealers in small hand-power ice machine with a capacity of about a gallon of water.

BEAN GROWERS—Hyman Klein, Clift Hotel, San Francisco, desires to get in communication with bean growers in this State.

BROOM MACHINERY—L. T. Rohrer, Box 1704, Manila, P. I., is in the market for machinery for manufacturing brooms.

CLOTHING—Irving Hermann, 50 E. 107th Street, New York City is in the market for women's apparel, wholesale.

ORIENTAL GOODS—F. K. Hiser, c/o Aeme Steel & Malleable Iron Works, Buffalo, N. Y., is in the market for Oriental goods including teakwood furniture.

DATES AND FIGS—A. L. Faerber, c/o Chamber of Commerce, St. Louis, Mo., desires to get in touch with packers of dates and figs in this State.

SULPHUR—Chas. Stafford, c/o Commercial Club, Salt Lake City, Utah, is in the market to dispose of a sulphur deposit in Nevada.

BROOM CORN MACHINERY—R. M. Graham, Phelan, via Victorville, Cal., is in the market for machinery for threshing and baling broom corn.

EGG PRODUCTS AND SEED—Geo. R. DuVivier & Co., 233 Broadway, New York City, is in the market for hen egg albumen, other egg products, and sesamum seed.

PORTABLE HOUSES—F. Foerschler, Box 24, Willows, Cal., is in the market for portable houses.

DRIED BONES—Claude Mack, Flagstaff, Ariz., is in the market to dispose of dried bones.

GOVERNMENT BIDS

Bids will be opened at the Zone General Supply Depot at Fort Mason as follows:

On May 27th for horse clipping machine and an automatic time stamp; On June 2nd for 2,000 tons of hay. On May 24th for drop black and read lead in oil, and twist drills; On May 26th for 1,600 linen face towels.

Bids will be opened by the Deputy Zone Supply Officer, 324 New Post Office Building, Portland, Ore., as follows:

On June 30th for fresh beef; On May 26th for butter, fresh onions and potatoes.

Proposals will be received at the Surplus Property Division, Zone General Supply Depot at Fort Mason for the sale of Government-owned new miscellaneous supplies including brush-cutting knives, fire shovels, pot-marking brushes and milk cans and for the sale of Government owned new motors and used generating sets.

Bids will be opened by the Purchasing Agent, Alaskan Engineering Commission, Room 422, Bell Street, Terminal, Seattle, Wash., on June 13th for articles scheduled under Class 1 to 50 inclusive.

Details and specifications are on file in the Exchange Hall of the Chamber of Commerce.

PLACEMENT BUREAU

DISCHARGED SOLDIERS AND SAILORS

131. Discharged officer, 26 years of age, desires position in commercial line. Prior to service was attorney-at-law, but now desires to change.

132. Navy officer, just released, with wide and valuable executive experience, desires personal interview relative executive or managerial position. Believes experiences possessed can be promptly applied to almost any business. College education, age 29. Home in the East but desire to locate in the West.

133. Discharged soldier desires employment either as salesman or stenographer. Have had 4 years experience in the wholesale grocery business and two years in the wholesale woolen business.

134. Confidential man, formerly with the U. S. Army. Speak Spanish fluently and few other languages. Excellent references from prominent people in this City and Washington, D. C. seeks position as secretary. Can take dictation if necessary. Seven years business experience as right hand man to executive.

135. Wanted an executive or accounting position by discharged officer where there is chance for advancement. Ten years experience and best references. University graduate. Last position secretary of large manufacturing concern.

136. Publicity, advertising, or sales promotion work wanted with local concern. Can organize and direct sales or advertising campaign. Have had four years of similar experience with large Eastern concerns backed by a general business training. If you need a business getter you need my services.

137. Discharged Army officer, university and three years post graduate education. Nine years in China. Speak Mandarin fluently, Cantonese slightly. Railroad and steamship experience.

138. Experienced executive recently discharged Army officer desires substantial, permanent location. Experienced in office management, traffic and export work. 100 per cent efficiency guaranteed. Highest references.

GENERAL APPLICATIONS

1391. Office manager and accountant, full charge. Has been office manager with force of 8 to 10 for nine years.

1392. Clerk, stenographer, excellent experience professional and commercial offices, desires position where opportunity for advancement.

1393. Office manager, accountant or auditor, open for engagement with going concern; good systematizer, experienced accountant; speak and write Spanish, French and German, also familiar with chartering and shipping.

1394. Corporation secretary or office or department manager. Thirteen years corporation experience, 32 years old, married. Resigning from executive position held past 5 years. Open for immediate connection.

1395. Thirty-nine years of age, fifteen years experience in handling accounts, credits, payrolls and correspondence in wholesale lumber, foundry and machine shop and hotel business. Would invest one to ten thousand dollars under proper conditions.

1396. Purchasing agent with wide experience wants position with good firm. Experienced in buying hardware, machinery, iron and steel stationery, paints, oils and lumber.

IRISH LINEN AVAILABLE

In connection with recently published statements that there will be a shortage of linen, due to the fact that Irish and Scotch mills are working on cotton damask, attention is invited to the fact that the Material Disposal Section of the Air Service of the Army, has a large quantity of Irish linen for sale, for which they are receiving bids. Samples of this linen can be seen at the District Office, 504 Postal Telegraph Building, San Francisco, or will be furnished upon request.

SAN FRANCISCO DISTRICT FREIGHT TRAFFIC COMMITTEE—DOCKETS

Docket 1449—(Hearing 3 P. M., May 21st)—Dried sheep skins, carloads and less carloads. Proposal to reduce rates, Phoenix, Arizona, to San Francisco, to $1.50 per 100 lbs., carloads and less carloads.

Docket 1450—(Hearing 3:15 P. M., May 21st)—Toys, carloads and less carloads. Proposal to reduce rates from California terminals and intermediate points to Eastern points, Groups A to J inclusive.

Docket 1451—(Hearing 3:30 P. M., May 21st)—Wire rods, carloads. Proposal to reduce rates from Eastern points to California terminals and intermediates.

Docket 1452—(Hearing 9:45 A. M., May 22nd)—Water Clarifying or purifying compounds, dry, N. O. I. B. N. in barrels or boxes, carloads. Proposal to reduce rates from Eastern points to California terminals and intermediates.

Docket 1453—(Hearing 10 A. M., May 22nd)—Fresh fruits and vegetables, carloads. Proposal to reduce rates from points in California to Sidney, Montana.

Docket 1456—(Hearing 10:45 A. M., May 22nd)—Storage Batteries, assembled, carloads (for export). Proposal to reduce rates from Eastern points to Pacific Coast ports.

Docket 1457—(Hearing 11 A. M., May 22nd)—Evaporated milk, also condensed milk, liquid or dry, in glass, earthenware or in metal cans or in bulk in barrels, carloads. Proposal to reduce rates from Eastern points to California terminals and intermediates.

Docket 1458—(Hearing 11:15 A. M., May 22nd)—Enchiladas, raviolis, scrapple and chili con carne, carloads and less. Proposal to reduce rates from California terminals and intermediates to Eastern points.

Docket 1461—(Hearing 10:15 A. M., May 27th)—Paper bags (printed) in mixed carloads with beans. Proposal to reduce rates from California terminals and intermediates to Eastern points.

Docket 1463—(Hearing 10:45 A. M., May 27th)—Zinc Oxide and lithopone in paper bags, carloads. Proposal to reduce rates from Eastern points to California terminals and intermediates.

Docket 1465—(Hearing 11:15 A. M., May 27th)—Magnesium chloride and crude sulphate of magnesium in packages, carloads. Proposal to reduce rate, Leslie, Cal., to San Francisco and Oakland from 11 cents per 100 lbs. to 7½ cents per 100 lbs., minimum 50,000 lbs.

Docket 1466—(Hearing 11:30 A. M., May 27th)—Feterita, carloads. Proposal to reduce rates from Eastern points to California terminals and intermediates.

Docket 1467—(Hearing 2 P. M., May 27th)—Sulphate of potash, carloads. Proposal to increase minimum to 60,000 lbs., from Marysville, Utah, to points in California including San Francisco.

Docket 1468—(Hearing 2:15 P. M., May 27th)—Sheet lead, carloads. Proposal to reduce rates from California points to Eastern points.

Docket 1476—(Hearing 9:45 A. M., May 28th)—Separators, battery (wooden) carloads. Proposal to reduce rates from California points to Eastern points.

Docket 1478—(Hearing 10:15 A. M., May 28th)—Rough bent felloes; club spokes; iron or steel rims or wheel rings. Proposal to reduce rates from Eastern points to California terminals and intermediates.

Docket 1479—(Hearing 10:30 A. M., May 28th)—Class and commodity rates between San Francisco and points in the Tonopah Goldfield District, also Salt Lake City, Ogden and Provo, Utah, and other points taking same rates. Proposal to cancel.

Docket 1480—(Hearing 10:45 A. M., May 28th)—Newsprint paper, carloads. Proposal to cancel present rate from San Francisco and other Group 1 points to Utah common points.

Docket 1482—(Hearing 11:15 A. M., May 28th)—Paper bags, carloads. Proposal to increase rate, California points to Utah common points, from 75 cents to 84 cents per 100 lbs.

Docket 1486—(Hearing 2:30 P. M., May 28th)—Ice, carloads. Proposal to cancel present carload rate from Watsonville to San Francisco.

Docket 1492—(Hearing 4 P. M., May 28th)—Petroleum lubricating oil, carloads; paraffin wax, carloads (for export). Proposal to reduce rates from Casper and Greybull, Wyoming, to California ports.

Docket 1493—(Hearing 4:30 P. M., May 28th)—Oils, fish, nut, seed and soya bean, in packages or in tank cars, carloads. Proposal to reduce rate, San Francisco to Los Angeles, from 34½ cents to 28 cents per 100 lbs.

Docket 1499—(Hearing 11:15 A. M., May 29th)—Sugar, carloads. Proposal to make 60,000 lbs. the uniform minimum carload weight on sugar from all refining and manufacturing points to all destinations.

Docket 1500—(Hearing 11:30 A. M., May 29th—Linseed oil in bulk in barrels or in tank cars; paints as described in Item 3265 of Tariff 1-Q. Proposal to increase rates from Eastern points to California terminals and intermediates.

Docket 1502—(Hearing 2:15 P. M., May 29th)—Furniture polish, in cans or in metal tubes, boxed, less carloads. Proposal to reduce rates from Eastern points to California terminals intermediates.

Docket 1503—(Hearing 2:30 P. M., May 29th)—Brick, insulating, carloads. Proposal to reduce rates from Eastern points to California terminals and intermediates.

Docket 1504—(Hearing 2:45 P. M., May 29th)—Sulphate of ammonia, carloads, (for export). Proposal to reduce rates from Eastern points to Pacific Coast ports.

Docket 1505—(Hearing 3 P. M., May 29th)—Sulphuric and nitrating acid, in tank cars, carloads. Proposal to reduce rate, Eastern points taking Group A rates to California terminals and intermediates, from $2.81½ per 100 lbs., to 94 cents per 100 lbs.

Docket 1508—(Hearing 3:45 P. M., May 29th)—Bags and bagging, in bales, carloads. Proposal to reduce rate from California points to Eastern points taking Group "C" rates.

SETH MANN RETURNS

Seth Mann, Attorney and Manager of the Traffic Bureau of the Chamber of Commerce, whose services have been loaned by the Chamber to the Western Freight Traffic Committee at Chicago, Illinois, has been temporarily relieved of his duties with the Committee and has returned to his duties with the Chamber of Commerce. Mr. Mann will remain in San Francisco until July 1st.

EFFECTIVE DATE ON NEW IMPORT RATES

It is announced by the Traffic Bureau of the San Francisco Chamber of Commerce that the new import rates recently published as having been agreed upon by the United States Railroad Administration will be carried in a tariff which becomes effective May 29th.

EXTENSION COURSE IN SALESMANSHIP

The University of California Extension Division announces a course in Salesmanship under the direction of Mr. James Lynch, Manager of the Herring-Hall-Marvin Safe Company. This will be given in the lecture room of the San Francisco Main Public Library, Tuesday evening, commencing May 27th at 7:30 P. M.

Full information may be obtained at 599 Market Street.

OPPORTUNITY FOR EASTERN BUSINESS

The Chamber is in touch with a local man who is about to make an Eastern trip and who would be glad to represent San Francisco firms while in that territory. Chicago, New York and other points will be visited.

ATLANTIC FLIERS CARRY SAN FRANCISCO PRODUCTS

Although the attempted Trans-Atlantic flights of the United States Navy Seaplanes, NC-3, NC-1, and NC-4, and Harry Hawker in his Sopwith plane have not been entirely successful, the event is particularly interesting to San Francisco inasmuch as the efforts were assisted by the genius of a San Francisco man and the enterprise of a San Francisco manufacturing establishment in the successful production of a wireless transmitting and receiving valve, shown in the illustration herewith, with which all planes were equipped. It was owing to the efficiency of this small device that the giant seaplanes were constantly in telephonic and wireless communication with both sides of the Atlantic during the progress of their voyages.

Those facts were called to the attention of the San Francisco Chamber of Commerce by the Moorhead Laboratories which have been instituted to develop and manufacture the invention of Mr. O. B. Moorhead. He has displayed not only a high conceptive power in the development of this one instrument, but has perfected to a point of supreme efficiency, many other units of wireless transmission. The instrument which is known to radio science as the Moorhead valve, in appearance is not extremely unlike the transmitting and receiving intensifiers manufactured by other nations, but in construction and mathematical proportions with other qualities conducive to efficiency, the Moorhead Laboratories seem to be able to establish the fact that its instruments completely outclass any similar device manufactured elsewhere.

The truth of this statement is evidenced by the fact that during the European War the British Government contracted for almost the entire output of the San Francisco plant, which at that time approximated nearly 50,000 instruments per month.

Not only has this little device, which bears a striking resemblance to an ordinary electric light globe, been one of the elements contributing to the success of the achievement of the American aviator, but it was the long range and sensitiveness of the British aerial apparatus in consequence of using the American made intensifier both on naval vessels and in the radio stations at London that permitted the Allies to intercept nearly every wireless message sent out by the German Government.

THE SAN FRANCISCO FACTORY

The Moorhead Laboratories are located at 638 Mission Street and the establishment is said to be the largest vacuum bulb factory in the United States. It is the only plant manufacturing vacuum valve intensifiers for radio transmission. The plant occupies a three-story building with the two upper floors entirely devoted to the production of the intensifier while the lower floor is occupied by the machine shop, shipping room and offices.

The machine shop is one of the finest equipped in the city for extremely fine precision work. This becomes necessary for such a minutely delicate instrument must be made accurate to the one-ten-thousandth of an inch.

One of the difficulties encountered by Mr. Moorhead and his staff was to obtain machines to accomplish the work in a satisfactory manner. The scarcity made it imperative that the equipment be manufactured in their own shops to fit particular requirements. The result is that nearly every machine for performing the various operations in the production of the Moorhead Valve is manufactured on the premises.

It is probably safe to say that a visit to the Moorhead plant is one of the most interesting inspections which can be made among the industrial establishments of San Francisco. The work involves all of the processes used in the manufacture of an ordinary incandescent light bulb from the shaping of the globe to the adjustment and placement of the delicate filament within. It has in addition thereto, the interesting features of construction exceeding in delicacy the adjustment of the finest watch. Almost every mechanical operation is used including the processes of stamping, riveting, punching, spinning, and shaping to electric spot welding of the most delicate nature. Every operation is accomplished by a miniature machine of special design for this particular work.

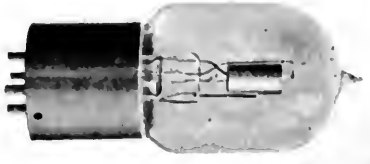
The second floor is largely devoted to the manufacturing of parts. The top floor constitutes the assembly room and here will be found eight evacuating ovens where the highest degree of vacuum is produced within the bulbs.

EFFICIENCY OF THE PLANT

This unique manufacturing establishment is located some distance from what is supposed to be the manufacturing center for a product of this kind. In commenting upon the advantages of doing business of this class in San Francisco, Mr. Moorhead states that while there are some inconveniences in being located away from the principal countries of distribution, which are mostly in Europe, that from a manufacturing standpoint, there is a decided advantage with a location in San Francisco. The high degree of temperature required in the evacuating oven produces an uncomfortable temperature in this department of the plant. Not the evacuating ovens alone, but the many gas burners used in the forming and sealing of the glass tubes augment this condition to an extent that the same operation conducted in some Eastern city would practically necessitate the closing down of the factory for three months during the summer season. The climatic conditions in San Francisco, however, make capacity production possible the year round.

The results of Mr. Moorhead's labors have added another chapter to the things which California has given in the line of instruments vital to the winning of the war, among which may be mentioned the Liberty Motor and the Caterpillar Tractor.

The first valve produced.



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SAN FRANCISCO
CHAMBER OF COMMERCE ACTIVITIES

Volume 6 | The Commercial, Financial, Industrial and Governmental Metropolis of the Pacific Coast | Number 22

Every Thursday —— May 29, 1919

Real Americanization Principles Outlined
Meeting Brings Forth Important Phases of Problem

Broad and common sense principles of Americanization, born of illuminating experience were outlined by Simon J. Lubin, President of the State Commission of Immigration and Housing, at a meeting of representatives of various interests held at Native Sons Hall last Sunday afternoon.

Mr. Lubin, who acted as chairman of the gathering deprecated the exploitation of the immigrant for political and business purposes and severely criticized the emotional flag waving demonstrations which are mistaken by so many of our well meaning people as a sincere attempt to uplift and Americanize the foreigner.

In the group were representatives of the State, the City, the Courts, the Department of Education, Chamber of Commerce, and numerous civic and social welfare organizations, and close attention was paid to the speakers who presented various phases of the Americanization problem, particularly as it affects San Francisco.

A strong sentiment was developed at the meeting for centralizing and co-ordinating the efforts of the many agencies interested in the movement and with this end in view a temporary organization was formed with Simon J. Lubin as chairman and Mrs. Alicia Mosgrove, also of the Immigration and Housing Commission as secretary. Under this able and experienced leadership substantial progress should be made along the safe, conservative and common sense lines advocated by the chairman in the code of principles enunciated by him.

San Francisco Merchants Consider Shipping Problem
Producers and Manufacturers are as Vitally Interested as Shipping Men

At a meeting held on Tuesday, May 27th, in the Chamber of Commerce Assembly Room, attended by merchants interested in export and import trade, the question of the future operation of the American Merchant Marine was discussed from several angles which have heretofore had little consideration.

It was brought to the attention of the meeting that in all conferences with Mr. Hurley, of the Shipping Board, shipowner, and operators themselves took a leading part in the arguments, whereas the merchants and manufacturers who furnish the cargoes for the ships and who have an equal interest in the solving of the problem of our merchant marine have failed signally to offer any solution. E. S. Swift of Getz Bros. & Co. stated that at times the interests of the shipping men and the producers are diametrically opposed. For instance, the merchant who has established a market in various foreign countries and built up through painstaking effort and expense a demand for his goods often times finds it impossible to get ships to carry goods to their destination, inasmuch as the shipping firm has found it to his advantage to call at other ports and has abandoned the old trade route for others. Mr. Swift urged that the merchants of this Coast request that in any disposition of the ships by the Shipping Board that the important question of established trade routes be considered. There is no doubt, he said, that other foreign governments are and will have a great deal to do with the operation of their vessels. Our ships cannot compete privately with the vessels of other nations backed by national legislation, whether the foreign companies engaged in shipping be aided by subsidies, mail contracts or through other means. He pointed out that the initiative in foreign trade development rests with the merchant and producer, that while ships are essential to this development they are in a sense the servants of the shipper and that unless a firm policy is adopted whereby a merchant can know what territory can be reached now and in the future, he will have no basis for trade. Continuous service is the keynote of American trade in order to compete with other governments who are establishing their trade on this basis. That no foreign government would undertake to destroy trade routes established by the American Government through a competitive rate war is the belief of Swift.

(Continued on page 191)

DUN'S REVIEW

With the Victory Loan out of the way, business in general holds a firmer tone. The trade as well as the public is, from day to day, becoming accustomed to high prices and to the belief that there will be no material recessions and this adds to the stability of conditions and tends to stimulate trade. Building trades which have been slow in starting are showing more life now and a gradual increase is expected from now on.

Favorable weather added to the beginning of the vacation season stimulates retail dry goods and apparel lines and seasonable merchandise is moving well and sales well attended.

Growing fruit crops are in excellent condition and indicate a large production. Canneries are reported offering $65 to $75 per ton for peaches, the highest price on record and with similar levels quoted for other fruits, there is promise of a very profitable season for the grower.

In face of export restrictions and impending prohibitation in this country, some of the hop growers in this district uprooted their vines and planted other crops.

The market has now considerably strengthened in view of the belief that there will be a large demand for manufacturing "Near-beer" also demand outside a factor, and it is now stated that quotations have been advanced on a basis of 35 cents a pound at the yard and some new planting is underway.

In face of warm weather confectionery trades are quiet but this is offset by a material increase for soft drinks and ice cream. Groceries are moving seasonably well. The demand for condensed milk continues unabated and the local market is over sold.

Jewelry trades reports a good after-holdiay business and say that diamonds are particularly in demand and at excellent prices.

During the month of April 181,032 gallons of wine were made in the northern California district. The manufacture of wine ceased on May 1st.

YOSEMITE VALLEY HIGHWAY PLANS ENDORSED BY GOVERNOR STEPHENS

Public spirited Californians are urged by Governor William D. Stephens, in a statement given out by him today, to give their moral and financial backing to the campaign now being waged by the Yosemite Valley Highway Association to raise $1,000,000 to guarantee the construction of a paved, year-round highway from Merced to Yosemite National Park.

At the request of Governor Stephens the first certificate of admission to Yosemite National Park, issued by the highway association, has been sold to him.

The campaign for highway funds opened throughout California Thursday, May 22nd. It will be continued until June 7th.

Every city and town in the State is organized for the drive. State Chairman Rudolph Spreckels has received assurances from all sections that the money needed for the paved boulevard will be raised during the period alloted to the campaign.

COFFEE ARRIVALS

The Green Coffee Association of the San Francisco Chamber of Commerce reports the following arrivals during the past week, with coffee consigned to members:

May 17, 1919—S. S. Nias, 17,220 bags of coffee.

May 21, 1919—San Juan, 17,563 bags of coffee.

May 22, 1919—S. S. Northland, 7,861 bags of coffee.

May 22, 1919—S. S. Nippon, 470 bags of coffee.

NEW CHARGES FOR STEVEDORING

San Francisco Stevedoring Company has just advised the Chamber of Commerce of its new scale of rates for discharging and loading which is printed herewith, for the information of our members:

DISCHARGING

Wheat at Port Costa or South Vallejo Warehouses	$ .55
When handled on dock or barge, 20 cents extra.	
Coal, Ore Products	.60
Sugar, in mats or baskets, at refineries	.60
Hawaiian and Philippine Sugar at refineries	.40
Hawaiian and Philippine Sugar at San Francisco	.60
Nitrate (Ship's Slings)	.50
Salmon	.55
Copra, in bulk	.85
Pineapples (Rough piled)	.70
Sorting 20 cents extra.	
Sheet Iron or Bar Iron under 3 inches in diameter, Gas and Water Pipe	1.10
Bar Iron 3 inches or over, Structural Iron, Plates, Angles, Beams, Girders, Blooms	1.50
Pig Iron Ballast, Chalk, Cliffstone	.70
Railroad Iron	.90
Coke and Carbon	1.00
Slab and Block Marble up to 2 tons	2.30
Weight over 2 tons	Special Rate
Bean Oil, in cases	.85
Wool, Hemp and Cotton (measurement)	.50
General Merchandise (weight or measurement, which ever is greater)	.70

LOADING

Wheat, Flour, Barley, Beans, Bran, Oats and Rice	.50
When handled on dock or barge, 20 cents extra.	
Canned Salmon and Fruit and Case Oil (measurement)	.65
Wine, Tallow, Asphalt, Oil and Salmon in barrels and gallons	.90
Sheet Iron, Bar and Bundle Iron under 3 inches in diameter, Gas and Water Pipe	1.10
Bar Iron 3 inches in diameter or over, Structural Iron, Rails, Machinery, Pipe, Plates, Angles, Beams, Girders, Blooms	1.50
Scrap Iron and all other commodities over 4,000 lbs.	Special rate
Lumber—1,000 ft. B. M.	1.75
Ties—1,000 ft. B. M.	1.10
Wool Hemp and Cotton (Measurement)	.50
Loading and Discharging Explosives	2.00
General Merchandise (weight or measurement, which ever is greater)	.70

LOADING AND DISCHARGING CARS

General	.60
Wool, Hemp	.80
Automobiles	
Cement	.45
Nitrate Loading	.37½

Discharging and loading Cross Bunkers, Side Pockets, Fore and After Peaks and Lazarettes or Tanks, 25 cents per ton or 35 cents per 1,000 ft. B. M. extra.

Owing to the difference in efficiency between night and day work, a charge of 10% above the cost of night overtime will be made.

All weights, 2,000 lbs. Measurement, 40 cubic feet.

TEXTILE FIRM DESIRES LOCATION

Eastern firm has addressed Chamber requesting information as to available mill or floor space. About five thousand square feet desired. Would consider new building, paying interest on investment with option of buying building in five years. Address reply to Industrial Department of the Chamber.

CHARITIES ENDORSEMENT COMMITTEE

WARNING

"In the spring" the busy solicitors' fancy lightly turns to fruitful gain, through the medium of souvenir program advertising picnics, entertainments and a varied assortment of philanthropic endeavor, which yields much "easy" profit, principally to himself and his earnest co-workers in the field of community betterment.

The program or special edition appeals, are made in the name of some patriotic or veteran organization, association or union of labor, groups of nationals, and so on, ad infinitum.

Almost without exception, these programs, souvenirs and special editions are farmed or sold out to some kind, benevolent person, anxious to do something good, principally you.

A new form of appeal has appeared to which "susceptible" people are asked to donate. It is in the form of a university or college paper. Some times it is quoted as a "Welcome Home" edition or a "Special" edition, and the statements made by the solicitor, convey an idea that the money derived from advertising is to assist the student body or families of college boys killed or wounded in the war. The facts are, that the "easy money philanthropist" has bought the issue on a contract at from 25 to 30 cents per inch and charges the "susceptible" anywhere from $2.50 per inch and up, grading the charge according to his knowledge of the victim's "susceptibility."

Tickets by mail are sent out broadcast by organizations, accompanied by circulars pointing out to the recipient, that many members of the appealing organization do business with the firm appealed to. Occasionally these circulars are so worded as to fall little short of blackmail.

The Chamber of Commerce through its Charities Endorsement Committee has established firm policies regarding all these questionable methods of raising funds, for the protection of members. Information and advice regarding these, and other appeals are to be obtained by calling up the Charities Endorsement Committee, Kearny 112.

ARE YOU A SUSCEPTIBLE?

"SMILEAGE"

Governor William D. Stephens has sent the State Committee on Readjustment a recent request received by him from Major Stanley F. Coar, District Director of the Commission on Training Camp Activities, that the attention of the people throughout the State of California be called to the fact that a large amount of "Smileage," which was purchased but never used, could now serve a very useful purpose if it be returned to the Commanding Officers of the Camps, or to Major Coar's office.

The service men would appreciate it and could use it and the entertainment thus furnished means much to them.

The State Committee on Readjustment therefore requests that all who may have in their possession unused "Smileage" turn it in to the above mentioned places.

SECOND PAN-AMERICAN COMMERCIAL CONFERENCE

The Director-General of the Pan-American Union has invited the San Francisco Chamber of Commerce to be represented at the Second Pan-American Commercial Conference to be held in the Pan-American Union Building, Washington, D. C., June 3rd, 4th, 5th and 6th, 1919.

This conference is to take up important matters in connection with closer commercial relations with the Latin-American countries and it is hoped that some members of the Chamber may find it convenient to attend.

Any member who expects to be in Washington about the dates mentioned will kindly communicate with the Foreign Trade Department of the Chamber.

(Continued from first page)

Tramp steamers have never served to build up a continuous trade although they have often been responsible for individual profits by reason of a tramp vessel coming along and offering low rates. But, Swift stated, if we are going to compete, we must have a service that is continuous without interruption and within the reason of sanity as regards rates.

Swift further expressed the belief that despite the common argument that the Government cannot function properly in anything which takes away private initiative, that some arrangement should be made for supervision by the Government over the ships and that they should not be turned back and sold without any provisos as to the operation.

In commenting upon the foreign shipping situation, it was pointed out that the British, French, German, Holland and Italian Governments have always been behind their ships in some way and this policy should be adopted in this country if we are to compete with their trade routes. The competition of the future will be virtually a competition of governments or government backed enterprise.

In the proposed disposal or allocation of ships by the Shipping Board, effort should be made to give each territory a proper allotment and the merchants of the Pacific Coast should be vitally interested in securing their share. Swift stated that he was cognizant that the American Importers and Exporters Association of New York had already formulated plans to provide for the interests of the merchants themselves and that it was up to the Pacific Coast to do likewise.

The position taken by Swift was agreed in by those present and it was decided that a committee be appointed to get the fullest information of what was being done in other sections of the country at this time in order that the business interests of the Pacific Coast might co-operate.

A subsequent meeting will be called within a few days as soon as the desired information is secured to which will be invited representatives of the shipping interests. Every interested merchant and shipper will be asked to attend and make suggestions and plans will be made whereby the joint interests of both classes can be served.

The conference was presided over by Marshall Dill, Chairman Foreign Trade Committee of the Chamber of Commerce, and attended by the following:

George E. Middlemas of H. M. Newhall Co.
George C. Boardman, Vice-President Chamber of Commerce.
P. C. Denroche, S. L. Jones & Co.
P. S. Teller, Norton-Teller & Co.
E. G. Swift, Getz. Brothers & Co.
Louis Getz, Getz Brothers & Co.
Gustav Wormser, Sussman & Wormser.
Geo. L. Bender, Peabody & Co.
C. P. Converse, Secretary Foreign Trade Department, Chamber of Commerce.

San Francisco Chamber of Commerce Activities

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San Francisco

For What You Want to Know —— Call KEARNY 112

TRADE AT A GLANCE BY BRADSTREETS

SAN FRANCISCO

Wholesale and Jobbing Trade—Good.
Retail Trade—Good.
Manufacturing and Industry—Active.
General Conditions—Excellent.
Collections—Fair to Good.
Crop Conditions—Above Normal.
Grain and Forage—Excellent.

SEATTLE

Wholesale and Jobbing Trade—Good.
Retail Trade—Good.
Manufacturing and Industry—Active.
Collections—Good.
Crops—Good.
Buying—More Active.

SPOKANE

Wholesale and Jobbing Trade—Active.
Retail Trade—Good.
Manufacturing and Industry—Improving.
Collections—Good.

PORTLAND

Wholesale and Retail Trade—Good.
Manufacturing and Industry—Fair.
Collections—Good.
Lumber—Improving.
General Trade—Expanding.

LOS ANGELES

Retail Trade—Good.
Wholesale Trade—Fair.
Manufacturing and Industry—Good.
Collections—Fair.

FOREIGN TRADE OPPORTUNITIES ABROAD

The Foreign Trade Department of the San Francisco Chamber of Commerce, realizing the value of its column "Foreign Trade Opportunities" has decided to inaugurate a similar column for the use of San Francisco merchants in reaching foreign buyers and sellers. The Department now has a mailing list of some two or three hundred organizations throughout the Far East and it is the intention to publish a monthly list of San Francisco firms showing their names, addresses, cable addresses, and what they desire to buy or sell. These notices will be about 3x2 inches each.

Interested members may send in wording for such notices so that the first issue will appear as a supplement in the June 19th Activities. They will not appear locally.

FOREIGN TRADE OPPORTUNITIES

3163. Havana (Cuba). Commission merchant desires to get in touch with dealers of rice, beans and peas, who are willing to do business in Cuba.

3164. Shanghai (China). Import and export firm in China desires to communicate with American manufacturers and merchants. Especially interested in hardware, metals, paper, glass, leathers, dry goods and machineries.

3165. Havana (Cuba). Firm desires to secure the exclusive agency for manufacturers in this district for Cuba.

3166. Milan (Italy). Firm in Milan, Italy, desires to get touch with American manufacturers who wish to be represented in Italy, and her colonies for the following articles: machine tools, tools, technical articles in general, rubber amianthus, lubricating oils.

3167. Managua (Nicaragua). Firm desires to connect with firms exporting foodstuffs, hardware, wines, preserves, boots and shoes, paints and household table goods, and importers of coffee, cocoa, hides, skins, rubber, hard and dyewoods. Correspondence in English and Spanish.

3168. Torino (Italy). Firm desires to be put in touch with firms for whom they may act as agents for the following articles: building materials, portable houses, technical articles, machinery, chemicals, foodstuffs, leathers, automobile accessories, railway material, electrical appliances, sporting goods, paper products.

3169. Buenos Aires (Argentina). Firm desires to enter into business relations with several merchants and manufacturers who are not represented in Buenos Aires and who desire to expand their business throughout the South American Republics

3170. Los Altos (California). Danish business man desires to get in touch with importers and exporters who might desire to send a representative to Scandinavia.

3171. Charleroi (Belgium). Belgian firm is desirous to enter into communication with local firms for the exportation of all kinds of Belgian manufactures, especially metallurgical articles and window glass.

3172. Havana (Cuba). Party desires to get in touch with exporters and importers with a view to representing them in Cuba.

ADDITIONAL DATA WILL AID "OPPORTUNITIES"

The Foreign Trade Department is receiving every day, a number of letters from foreign firms desiring to represent or get in contact with exporters, importers and manufacturers. These inquiries are published under the head of "Foreign Trade Opportunities."

In order to make this service more valuable, the Foreign Trade Department has now adopted a rule of requesting all such inquiriers to provide bank references and if possible, references in the United States. On receipt these will be attached to the file to complete the record.

Benjamin Franklin said: "Remember that time is money. He that can earn ten shillings a day by his labor, and sits idle one-half that day, though he spends but sixpence during his idleness, he has really spent or thrown away five shillings beside." Make your time and money work. Buy W. S. S.

MARINE DEPARTMENT

Balfour, Guthrie & Company's Schooner David Evans, now at this port, will proceed to Willapa Harbor and load a cargo of lumber for Cape Town, South Africa, for account of the company.

The Steamer West Calumb, now nearing completion at San Pedro, has been assigned to the Matson Navigation Co. for operation, who will place her on the berth at San Francisco for Manila direct. About June 25th has been set as sailing date.

Pope & Talbot will resume their barge service between San Francisco and their mills at Port Ludlow and Port Gamble, Wash., with the sailing of the Barge Washougal from Port Ludlow this week. They will be towed along the coast by the Tug Pioneer. The other barge which is now loading is the Washtuena. They are capable of carrying 1,000,000 feet of lumber or mill products.

Union Construction Company launched their second steel steamer at the plant in Oakland on May 19th. The first launching at the new plant took place on April 26th. The third steel steamer is on the ways.

The British Steamer Oanfa bound from New York to the Orient with steel building material put into this port last week for bunkers, which was supplied by the King Coal Company, after which the big freighter departed.

Pacific Mail Steamship Company's Steamer Ecuador arrived here last week from Oriental ports bringing 4,623 tons of general cargo; some of the big shipments were: 758 tons cocoanut oil, 891 bags beans, 5,000 packages copra cake, 44,972 bags rice, 1,590 packages raw silk, 1,300 bales hemp, 1,022 cases cigars and tobacco, 400 bags sugar and other large shipments of liquors, pineapples, rattan, leather and tea.

The Pan-American Line Steamer San Mateo will leave on June 4th for Central America via Mexican ports.

Motorship Oronite left here last week for Rockhampton with 40,000 cases oil aboard.

The Schooner W. G. Irwin has been put on berth at this port for Sydney direct, loading May 23rd and sailing on June 5th. J. T. Dunn & Co., Inc., are agents for the vessel.

The Gulf Mail's Schooner Zampa, now undergoing overhauling at Hanlon Shipyard, will load at San Francisco for Apia and Pago Pago, in the near future.

The Pacific Mail Steamship Company's Steamer San Juan arrived here last week bringing Eastern, Central American and Mexican freight, some of which consisted of: 20,540 bags coffee, 427 bags cocoa, large shipments of limes, hides, ginger, etc. In the liners tanks there was 64 bars bullion valued at $180,680.62.

Eighteen steamers of the U. S. Shipping Board were chartered out last week to load at various Pacific Coast ports for Europe. The steamer Bottineau was fixed from Puget Sound to London, with copra at $45 and another steamer from San Francisco for Bilbao, same cargo at $50 per ton, 14 steamers from North Pacific port for U. K. with railroad ties at rate of $45. One steamer from Eureka for U. K. with redwood and one from same port for Rouen at rate of $50 per thousand.

Two more of the Union Oil Company's large tankers which have been operating in the Atlantic for the past two years, are returning to this port. They will bring oil from Port Lobos, Mexico, after which both of them, the Coalinga and Lompoc, will ply in the coast oil trade as formerly.

The Chas. Nelson Schooner Harvester with a cargo of 736 tons of copra, which was loaded at Apia for Atkins, Kroll & Co., was among last weeks arrivals. After discharge the vessel will load lumber for off shore.

For the week ending April 19th show that 23 vessels passed through the Canal from the Atlantic to the Pacific, which includes 9 American, 7 British, 2 Japanese, 1 Danish, 1 Norwegian, 1 Chilean, 1 Russian and 1 Peruvian. From the Pacific to the Atlantic there were 27 vessels and were as follows: American 14, British 6, French 3, Swedish 1, Chilean 1, Norwegian 2.

The Toyo Kisen Kaisha Steamer Nippon Maru, arriving from Japan last week, brought 215 passengers and 2,105 tons cargo. Principal items of cargo were: 471 bags coffee, 2,747 bags walnuts, 402 bags peanuts, 9,080 sacks beans, 1,128 bales raw silk, 2,744 packages provisions, 6,076 packages wet goods and rice, matting, etc.

The Albers Bros. Milling Co.'s Steamer Northland from Central American and Mexican ports, brought a large cargo for local merchants. Coffee was the largest item of the freight list, amounting to 7,860 bags; hides, limes, skins and shells made up the other shipments.

The Steamer West Ashawa, launched at the Schaw Batcher yards last December, left here last week for Portland, where she loads a cargo of flour for Europe for the U. S. Food Administration.

The Steamer South Coast has been bought by Hobbs, Wall & Co. and put on the run between this city and Crescent City, carrying lumber from their mill, running in conjunction with their Steamer Westport.

W. S. Seammell & Co. have sold their four masted Schooner Wm. E. Burnham to Capt. E. L. Whitney. The former owners brought the vessel from the Atlantic two years ago, since which time they have been chartering her out to parties operating in the Australian and South Pacific Island copra trade.

The Grace Steamer Santa Alicia arrived at Havre on May 18th with 40,000 bags of coffee loaded at Central American ports. This is the first of the coffee cargoes, shipped direct from the coast to arrive out. The P. M. S. S. Steamer Peru with like cargo is enroute and about due there.

ANOTHER PACIFIC COAST PRODUCT WINS HIGH PLACE

Record Making Flight of Dirigible C5 Aided by Engine Designed and Built in Bay District

The last issue of the Activities contained account of the contribution of a local concern to the successful flight of the American airplanes across the Atlantic.

Since that time it has come to our attention that another flight of almost equal interest, viz: that of the dirigible C5 from Montauk, Long Island, to St. Johns, New Brunswick, was successfully completed with the help of an engine designed and built by the Union Gas Engine Co. of Oakland, Cal. The motor which is known as the "Union" engine is said by naval aircraft experts to be nearer proof against accident than any motor heretofore built, notwithstanding the fact that after the completion of its journey to St. Johns, the dirigible itself became detached from its moorings and was lost at sea.

Lieut. Ralph Norris, an expert on heavier than air craft motors recently said:

"The engines on the C5 are the most economical built. They have recently undergone some wonderful tests in Washington, and it was found that this type motor is almost impossible to wear out. If it is only up to the motors, they will carry the "blimp" wherever she is sent, for there are ways of alternating the engines which would keep the craft propelled for sixty hours in still air at a speed of thirty miles an hour.

NATIONAL CHAMBER ELECTS OFFICERS

Homer L. Ferguson, President and General Manager of the Newport News Shipbuilding and Dry Dock Company of Newport News, Va., has been elected President of the Chamber of Commerce of the United States.

Mr. Ferguson, who has been a member of the Board of Directors since February, 1914, and who has been actively identified with the Chamber's work, succeeds as President, Harry A. Wheeler of Chicago, who declined re-election. Mr. Wheeler, who served as President the first two years of the Chamber's existence and who was called on last year to serve another term during the war emergency, could not accept the place.

In addition to Mr. Ferguson, the following other officers were elected by the Board:

Vice-Presidents: Eastern District, A. C. Bedford, New York; North Central, Joseph H. Defrees, Chicago; South Central, Thomas F. Gaibor, Bishop of Tennessee; Western District, (To be filled later).

Honorary Vice-Presidents: Harry A. Wheeler, Chicago; John H. Fahey, Boston; A. B. Farquhar, York, Pa.; Charles Nagel, St. Louis; R. G. Rhett, Charleston, S. C.

Executive Committee: Joseph H. Defrees, Chicago, Chairman; Max W. Babb, Milwaukee; A. C. Bedford, New York; W. L. Clause, Pittsburgh; L. S. Gillette, Minneapolis; P. H. Gadsden, Charleston, S. C.; Frederick J. Koster, San Francisco; James R. MacColl, Pawtucket, R. I.; C. A. Otis, Cleveland; L. E. Pierson, New York; M. J. Sanders, New Orleans.

Twelve members of the Board of Directors have been named by the Chamber's membership as follows:

Frank H. Johnston, New Britain, Conn., (reelected); Lewis E. Pierson, New York, (reelected); Henry M. Victor, Charlotte, N. C.; P. H. Gadsden, Charleston, S. C.; Frank Kell, Wichita Falls, Texas; Clarence H. Howard, St. Louis, (reelected); Max W. Babb, Milwaukee, (reelected); George H. Barbour, Detroit; Charles C. George, Omaha; A. E. Carlton, Colorado Springs, Colo.; J. E. Chilberg, Seattle, (reelected); Frederick J. Koster, San Francisco.

SAN FRANCISCO'S MEMORIAL PLAN

The following resolution adopted by the Board of Supervisors of this city exemplifies the spirit, interest and appreciation and desire of the people of San Francisco to properly commemorate the heroism of those from among us who made the supreme sacrifice.

WHEREAS: The San Francisco Memorial Day Committee for 1919, which was appointed by the Mayor under a resolution of this Board, has undertaken the dedication of a Grove of Heroes in Golden Gate Park as a permanent memorial in honor of the six hundred sons of San Francisco who gave their lives in their country's service during the great war which is now ended by a victorious peace; and

WHEREAS: This Board recognizes that the dedication of this Grove of Heroes is a fitting and beautiful expression of the gratitude of the people of San Francisco for the supreme sacrifice of her sons in the war for universal freedom and justice; and

WHEREAS: The development, completion and perpetual care of this memorial grove is the proper concern of the people's government; therefore, be it

RESOLVED: That this Board approves and commends the will and purpose of the people of San Francisco, as expressed in the action of the San Francisco Memorial Day Committee for 1919, to dedicate, establish and maintain this Grove of Heroes as a lasting memorial to the sons of San Francisco who fell in the great war for the liberty of the world; and be it further

RESOLVED: That this Board does hereby declare that it conceives it to be the thought and will of the people of San Francisco that this Grove of Heroes shall be developed, completed and forever maintained at public expense as a memorial to San Francisco's heroic dead.

PLANS FOR LAND SHOW COMPLETED

Plans for the California Industries and Land Show, to be given in the Exposition Auditorium, San Francisco, October 4th to 19th, under the auspices of the Home Industry League, have been completed, and from this date until the close of the Show in October, will be busy ones in the Home Industry League.

The Exposition Auditorium, where the Land Show will be held, is a million dollar structure of great beauty of outline on the exterior, as well as admirably equipped and arranged in the interior.

The purpose of the forthcoming Land Show is to give the manufacturers, the agriculturists, the horticulturists and the county representations, a chance to exhibit in visualized form the producing powers of this State. It offers to this group of producers the advantages enjoyed by the retail dealers in the recent "Made in California Week," given throughout California under the auspices of the Home Industry League.

The Auditorium is to be decorated in California trees and flora. The entire scene will be one of enchantment, resembling a fairy bower of lights, trees and color.

The Land Show will be devoted to California products of all kinds. It will mark the first event of its kind ever held in San Francisco, and will be staged for the benefit of the entire State.

The Land Show Committee of the Home Industry League includes: F. D. Fagan, chairman; R. R. Rogers, F. L. Washburn, Edward H. Brown, Manager.

HOLLAND PLANS ITS FIRST AERONAUTICAL EXPOSITION AT AMSTERDAM

During the months of July and August, there will be held at Amsterdam, Holland, an International Aeronautical Exposition, under the auspices of the Chamber of Commerce of Amsterdam and Rotterdam, as well as the Secretaries of the Interior, War, Agriculture and Commerce, and of Water Works, the Governor of the Province of North Holland and the Chairman of the Royal Dutch Association for Aircraft. The honorary members are some of the most prominent men in Holland in Commerce, Shipping and Banking, and the Executive Committee is largely composed of members of the Royal Dutch Flying Corps. With such support the success of the exposition is practically secured. It is confidently expected that the foreign aeroplane industries will generally participate and many requests for space have already been received from foreign countries.

Plans have been made to display examples of the ways and means already on hand for facilitating transportation by air for commercial purposes, and of the direction in which this will probably develop in the near future. The exposition will include all aids to air transportation, its different parts and elements, and necessary articles. Exhibits of aircraft, however, which are designed primarily for military use are excluded.

Among the different aeroplanes expected may be named, passenger carrying planes, postal planes, excursion planes, observation planes for geographic surveys, police patrol planes, etc.

The motor industry will be represented by its extensive products, as well as the ordinary and special automobiles, designed for use in connection with air transportation.

SAN FRANCISCO DISTRICT FREIGHT TRAFFIC COMMITTEE—DOCKETS

Docket 1053—Secondhand steel rails, carloads, from Castella, Cal. to San Francisco. Cancelled.

Docket 1422—Combings (Waste hacklings from human hair), import, Eastbound. Cancelled.

Docket 1513—(Hearing 9:45 A. M., June 3rd)—Rock, viz: crushed rock, sand, gravel, etc. Proposal to provide that minimum weight shall be marked capacity of car.

Docket 1515—(Hearing 10:15 A. M., June 3rd)—Fuel wood, carloads, from Glen Ellen to San Francisco. Proposal to provide rate of $2.80 per cord in lieu of the rate of 11½ cents per 100 lbs. now in effect.

Docket 1522—(Hearing 2:15 P. M., June 3rd)—Flour spur, carloads. Proposal to inaugurate rate of 37½ per 100 lbs. from Tonuco, New Mexico, to various main line points in California.

Docket 1529—(Hearing 4 P. M., June 3rd)—Linseed oil, carloads. Proposal to change estimated weight from 7.8 lbs. per gallon to actual weight—Eastern points to California terminals and intermediates.

Docket 1530—(Hearing 4:15 P. M., June 3rd)—Sheet iron shells in straight or mixed carloads with sash weights. Proposal to cancel commodity rate of 37½ cents per 100 lbs., San Francisco and Oakland to Los Angeles.

Docket 1532—(Hearing 4:45 P. M., June 3rd)—Class and commodity rates between San Francisco bay points and Sacramento River landings. Proposal to cancel, except rate of 9½ cents per 100 lbs. on canned goods. Rates per S. P. R. R. Tariff 930 to apply after cancellation.

Docket 1395—Restriction of present classification ratings on boots and shoes shipped in wooden boxes. Hearing postponed until 10 A. M., June 4, 1919.

Docket 1533—(Hearing 10:15 A. M., June 4th)—Leather less carloads. Proposal to reduce rates from Eastern points to California points.

Docket 1536—(Hearing 11:15 A. M., June 4th)—Petroleum and petroleum products, except petroleum crude oil, petroleum gas oil, petroleum road oil, petroleum fuel oil, viz: refinery residuum. Proposal to reduce rate from California points to Montana common points, etc.

Docket 1537—(Hearing 11:30 A. M., June 4th)—Table mats, less-carloads. Proposal to reduce rates from Eastern points to California terminals and intermediates.

Docket 1538—(Hearing 2 P. M., June 4th)—Medicinal bark, medicinal herbs, etc., in boxes, bags or bales, carloads and less. Proposal to reduce rates from Eastern points to California terminals and intermediates.

Docket 1539—(Hearing 2:15 P. M., June 4th)—Phosphate of ammonia, carloads. Proposal to reduce rates from Eastern points taking Group D to J rates to California terminals and intermediates.

Docket 1540—(Hearing 2:30 P. M., June 4th)—Glass bottles and jars, carloads. Proposal to reduce rate, San Francisco to Spokane, Wash., from 82½ cents per 100 lbs. to 60 cents per 100 lbs.

Docket 1541—(Hearing 2:45 P. M., June 4th)—Strawboard (corrugating), carloads. Proposal to reduce rates from Eastern points taking Group B and C rates to California terminals and intermediates.

Docket 1384—Dried beans, lentils and peas, carloads, from California points to Eastern points. Proposal to establish cleaning, drying, sorting and storage in transit privileges. Reset for further hearing on Tuesday, June 3rd, at 2:30 P.M.

IDENTIFICATION SLIPS INSIDE OF PACKAGE SHIPMENTS

At a conference recently held between representatives of carriers operating in this territory, it was suggested that the enclosure of cards containing name, address or some other positive identification in packages moving by freight would supply carriers with a means of locating shipper or consignee in case of misrouting, poor marking, etc.

The Traffic Bureau endorses this suggestion, and it is placed before the membership with the recommendation that it be complied with if practicable.

GREEN COFFEE ASSOCIATION LUNCHEON

Mr. Carl Brand of Cleveland, Ohio, President of the National Coffee Roasters' Association was the guest of the Green Coffee Association of the San Francisco Chamber of Commerce at a luncheon at the Commercial Club on May 21st.

Twenty-six representative San Francisco coffee men were present at this luncheon and Mr. Brand announced to them that it was the purpose of the National Association to tell the American public the truth and facts about coffee. He stated that the Association proposed to do this through the medium of a national advertising campaign. Mr. Brand said that undoubtedly much of the mis-information regarding coffee was conveyed to the American public by manufacturers of substitutes through their constant reiteration of mis-statements which had produced an unfavorable opinion on the part of some people toward coffee.

W. C. Hamberger, Chairman of this department of the Chamber of Commerce presided at this meeting and plans have been made for members of the Association to assist in this pro-coffee national advertising campaign.

CHAMBER'S TRAFFIC MAN RETURNS

John S. Willis, Assistant Manager of the Traffic Bureau of the San Francisco Chamber of Commerce, who has been in Washington for the past month conferring with the United States Railroad Administration in the matter of securing further reductions in export and import rates, returned to his duties with the Chamber this morning. Mr. Willis will take up his new duties as a member of the San Francisco District Freight Traffic Committee of the United States Railroad Administration on the 26th.

The indications are, from information gained while in conference with the Administration officials in Washington, that a large number of the commodities which were omitted from the export tariff effective April 21st will be published in a supplement to that tariff and that the rates so published will undertake to place the Pacific ports on a parity with the Atlantic ports.

As has already been announced, the import tariff will be effective May 29th. Owing to pressure of time in getting the tariff into effect it will be published without a full set of rules and regulations to govern. Further rules and regulations to govern the tariff will shortly be issued in a supplement.

The Administration will make an effort to publish the rules and regulations governing port charges on export and import business on less than statutory notice. If this is not accomplished, however, the new tariff will be published effective not earlier than July 1st.

BETTER SERVICE TO TONOPAH AND GOLDFIELD

Under a new schedule recently established by the Southern Pacific Company and the Tonopah & Goldfield Railroad for less-carload shipments from San Francisco to Tonopah and Goldfield, Nevada, less than four days is consumed in transit.

PLACEMENT BUREAU

DISCHARGED ARMY AND NAVY MEN

139. Mechanical Engineer with six years experience wants position as assistant to chief engineer in manufacturing concern. Relieved from active duty in Navy as ensign, engineering duties. Technical graduate.

140. Accountant, stenographer, twelve years practical experience. Can take charge, handle own correspondence, also advertising.

141. Structural engineer, with fourteen months overseas service as 1st Lieutenant, U. S. Army, desires executive or field position with engineering or construction concern.

142. Young man, age 27, married, recently discharged Naval Aviator, desires connection with import and export firm or wholesale house. Can invest if satisfactory. Formerly assistant cashier in bank.

143. Young married man having served 22 months in Army, 12 months in France, wishes to become connected with wholesale house, one catering to building trades preferred. Graduate technical school. Well acquainted with architects, builders and contractors.

144. Discharged officer, age 28. Seven years experience, purchasing agent, sales manager, willing to travel in any part of country. Salary second consideration to real opportunity for advancement.

145. Captain, recently discharged from U. S. Army, with five years experience in executive position directing advertising and selling campaigns, desires similar connection with progressive business house. Salary to start need not be large but expect prompt recognition of ability.

146. Discharged sergeant-major, 23 years old, desires position with mercantile or importing and exporting concern capacity of stenographer, executive salesman. Five years experience brokerage, importing and exporting business. Can furnish best of references.

GENERAL APPLICATIONS

1396. Auditor, accountant, office executive, age 34, recently secretary of corporation, desires permanent connection in executive position or will consider temporary assignment in special or public accounting capacity. Experience covers manufacturing, construction, hotels, real estate, amusements and mercantile.

1397. Position desired as employment director, office manager or secretary by young man of proven ability. University graduate. Good stenographer and correspondent.

1398. Graduate of the University of California desires a position with steamship company, or an importing and exporting firm. Have had special training in International trade and shipping. Could accept position June 5th. Salary no obect.

1399. Young man, married, 26 years of age, having had 10 years experience in general office work in such lines as accounting, bookkeeping, statistical correspondence, also one year in the Russian export line, so therefore am open either to a general office position or an exporting proposition. Can show excellent references as to ability, honesty and character.

1400. Accountant, auditor, office manager, age 30, married, seven years local experience in responsible executive positions, including large public service corporation. No objection to out of town position. First class references from previous employers.

WANTED—Young man for building materials, positively must have technical education or experience selling experience preferred, but not essential. Personality, ability, accuracy, aggressiveness, dependability count. Good permanent opening.

SPECIAL NOTICES

Man of business ability with $10,000 to invest in manufacture and marketing of a new food product. Write or call 84 Clay Street, San Francisco.

Would be pleased to get in communication with parties desiring a first-class all around confectioner for the Orient, one capable of systematizing factory and employees. Twenty-two years experience with Eastern and Western houses.

SAN FRANCISCO IMPORTS AND EXPORTS APRIL, 1918-1919

	IMPORTS		EXPORTS	
	1918	1919	1918	1919
Denmark	$ 176	$.....	$.....	$.....
France	33,053	43,060	.....	998,821
Germany	.....	2	.....	.....
Italy	16,379	15,563	.....	.....
Netherlands	18,456	.....	.....	.....
Norway	.....	1,957	.....	.....
Portugal	.....	11,104	.....	.....
Spain	2,690	22	.....	.....
Sweden	222	2,203	.....	448,943
Switzerland	.....	4,494	.....	.....
England	26,765	57,907	44,843	330,750
Scotland	7,905	.....	.....	3,009
Ireland	7,339	8,223	.....	.....
Finland	.....	.....	.....	61,873
Canada	205,572	101,351	807,561	601,654
Cuba	7,578	12,417	396	.....
Other Br. W. In.	.....	.....	101,500	.....
Trinidad and Tobago	6,600	.....	.....	.....
Costa Rica	749	157,680	4,421	9,906
Guatemala	227,599	511,818	29,145	127,062
Honduras	2,502	33,004	12,724	25,191
Nicaragua	196,096	118,503	80,176	101,101
Panama	.....	12,738	52,617	103,051
Salvador	842,743	128,060	43,644	173,386
Mexico	265,548	159,875	104,874	481,315
Bolivia	.....	.....	2,663	4,923
Chile	47,773	94,610	406,161	60,595
Colombia	.....	.....	8,831	10,065
Ecuador	396	56,214	53,315	21,337
Paraguay	.....	.....	1,688	.....
Peru	13,547	.....	87,764	109,339
Aden	.....	.....	.....	3,370
China	2,783,927	651,475	652,375	1,637,449
Japanese China	.....	.....	67,407	211,168
Chosen	.....	.....	23,223	31,532
Br. India	3,213,003	322,327	325,557	567,400
Straits Settlements	4,388,173	3,481,994	155,813	474,819
Other Br. East India	88,785	46,631	1,082	19,444
Dutch E. I.	1,512,342	1,687,039	1,228,304	2,273,002
French E. I.	.....	.....	26,902	117,011
Hongkong	.....*	.....*	504,441	485,643
Japan	1,580,100	681,952	4,409,129	5,596,080
Russia in Asia	.....	.....	.....	386,123
Siam	.....	14,681	2,848	45,335
Persia	.....	.....	.....	1,954
German China	.....	.....	1,281	.....
Australia	2,734,910	1,917,156	1,891,127	1,928,247
New Zealand	876,789	351,404	527,010	392,676
Other British	93,123	86,258	35,622	40,306
Fr. Oceania	187,645	256,745	73,419	129,380
Ger. Oceania	152,871	231,902	13,551	48,285
Philippines	7,059,231	3,406,634	3,286,341	3,254,611
Br. S. Africa	.....	.....	3,673	.....
Br. E. Africa	.....	.....	.....	400
Total	$26,600,587	$14,667,003	$15,097,428	$21,316,556

*Hongkong is included in China in Imports.

Knight-Counihan Printing Co.

SAN FRANCISCO
CHAMBER OF COMMERCE ACTIVITIES

Volume 6 — The Commercial, Financial, Industrial and Governmental Metropolis of the Pacific Coast — Number 23

Every Thursday —— June 5, 1919

Yosemite Valley Highway Fund Must Be Secured

Many Benefits Will Accrue to State by all Year Road

All San Francisco is being urged to aid in the important undertaking of securing one million dollars to build the all year road into Yosemite Valley.

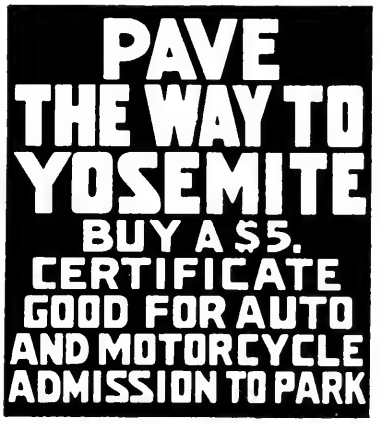
Not only the owners of automobiles, but every business firm and individual will either directly or indirectly benefit from the travel into Yosemite during every month of the year. The world-wide fame of Yosemite will be increased ten fold and the influx of visitors will be of inestimable advantage to our State.

Northern and Southern California are engaging in a friendly certificate selling contest. It has been stated by the Southern California campaign chairman that more than half of the total issue of entry slips will be disposed of in the thirteen states south of Tehachapi as against the remaining counties of the North.

Yosemite Valley is located in the northern part of the State and this district must show its appreciation of this fact and not allow the burden of making it accessible during every day of the year to rest upon our Southern neighbors. This does not mean that there is any division in the proprietorship of this natural and wonderful scenic place, but every effort must be strained to furnish our share in the provision of funds.

Franklin K. Lane, Secretary of the Interior, declared that if the people of California subscribe the one million dollars needed, the Government will make still more extensive improvements in the Park. Secretary Lane said in part:

"Winter creates a new Yosemite. It places snowy crowns upon the majestic brows of Half Dome and El Capitan. It encases the falls with shining ice. It clothes the peaks and carpets the floors in white. It drapes the hollows with glistening festoons. It hangs the pines with snowy laces. It gives us still another national park.



"For many years a few hundred persons have gone each winter by rail and stage to see these wonders. There ought to be thousands there, not only from California, but from every part of the United States. And there will be when the Yosemite Valley Highway Association succeeds in its undertaking to raise $1,000,000 to build a paved scenic highway from Merced, through Mariposa, to El Portal.

"This project has my heartiest approval. A road which lies below the snow line in all seasons will open this winter glory to motorists. Only seventy miles in length and of easy grades, the road will be thronged with cars all winter; and in summer too because it will be the shortest route from the San Joaquin Valley into the Yosemite National Park."

From another standpoint, the raising of this fund for road construction will mean much to California. The bond issue of forty million dollars which will shortly come before the voters cannot possibly be secured for six months or more. In the meantime, the work on the Yosemite road will give employment to many hundreds of returned soldiers. Work of all classes will be available at once as the money will have been paid in at the time the certificates are sold and no delay will be incurred in the selling of bonds or otherwise.

Each certificate will be good for automobile and motorcycle entry and re-entry to Yosemite in lieu of the Government's regular $5.00 toll for anyone of the next ten seasons. The Government has agreed to accept the certificates for ten years. Those who can afford it are being urged to buy blocks of certificates.

The purchasing of blocks of certificates should particularly

(Continued on page 198, col. 2)

ROBERT NEWTON LYNCH RETURNS FROM ORIENT

Manager of Chamber Brings Encouraging and Optimistic Message from Japan

That the future relations between the United States and Japan will be upon a most friendly basis and that irritating and petty questions of personal relationships will gradually disappear was the statement made by Robert Newton Lynch on his arrival from Japan on Tuesday last.

Mr. Lynch reports that the visit of Mr. Wallace M. Alexander, Chairman of the local committee on Japanese relations and himself to Japan was more than successful from the standpoint of fostering friendly relations between the United States and Nippon.

Of particular interest to the business community is the fact that the closest possible business contacts have been arranged with the Chambers of Commerce of the larger cities of the Island Empire. Many conferences were had with officials of the Chambers in Tokio, Yokohama, Nagoya, Kiota and Kobe and concrete plans for cooperation worked out.

During the visit of Mr. Lynch and Alexander in the Orient and at Honolulu, both going and coming, elaborate entertainment was offered to the guests. Mr. Lynch spoke before various business organizations in Honolulu before arriving in Japan and was asked to again appear before them on his return and make some remarks with reference to feeling of the Japanese people toward Honolulu and the United States. In addressing the Commercial Club in that city, Mr. Lynch assured those assembled that Japan has a conscientious and sincere desire to cooperate with Hawaii, and that many mutual misunderstandings were being rapidly overcome. The fact that legislation had been proposed in both California and Hawaii restricting some privileges of the Japanese was the cause of considerable antagonism on the part of the press and in the minds of the people. Mr. Lynch and Mr. Alexander were able to correct many of these misunderstandings and to explain to them the efforts to bring about cordial relations and the removal of unjust restrictions.

The main conferences in Japan were held between the Japanese-American Relations Committee, headed by Baron Shibusawa, and Mr. Alexander and Mr. Lynch as members of the California Committee on Japanese Relations. These conferences covered ways and means of further intimate cooperation and included frank discussion of irritating problems which have been at issue in recent years.

TOKIO MEETING PLANNED

It was arranged that a full meeting of both committees should be held in April, 1920, at which time Mr. Lynch and Mr. Alexander with the balance of the local committee and with representatives of the larger Eastern commercial interests will make the trip to Japan. It was evident that this subsequent meeting will be looked forward to with great enthusiasm as it was clearly demonstrated by the present visit that close intimate conferences tend immediately to the clarification of misunderstandings.

The industrial leaders of Japan took advantage of the presence of the California visitors to inquire closely into industrial conditions in the United States as having direct bearing upon the difficult industrial problems of Japan.

In speaking of the industrial situation of Japan Mr. Lynch said:

"Japan has had a sudden and enormous industrial expansion due to the war. The conclusion of the armistice came upon her with unexpected suddenness and ever since the commercial tone has been exceedingly uncertain. Notwithstanding this fact, the country is showing remarkable adaptability and up to the present time, the shrinkage in her manufactures has not been alarming and has been confined largely to strictly war industries.

With regard to Japan's new adjustment to world conditions, Mr. Lynch stated:

"Japan is just awakening to a new realization of the new spirit of great nations working together for common interests and world peace. She has necessarily had to orientate herself with most profound changes in the attitude of nations toward world commerce and toward each other. Located so far from the scene of conflict she might be somewhat pardoned for taking a little longer time to the consideration of problems with a post-war rather than a pre-war mind. We found a most gratifying response to ideals of world service and a conscientious and sincere desire to cooperate with Hawaii, California, the nation and her allies in the league of nations."

HOME INDUSTRY LEAGUE ELECTS OFFICERS

Baldwin Vale was reelected President of the Home Industry League at a meeting of the newly elected Board of Directors held at the St. Francis.

Other officers for the ensuing year include: R. R. Rogers, First Vice-President; R. D. Quinlan, Second Vice-President; R. H. Marchant, Secretary; S. L. Samter, Treasurer; Edward H. Brown, Manager.

The Board of Directors now includes: J. P. Cleese, F. L. Washburn, President Western Meat Co.; Marshall Dill of Dill-Crosett Co.; N. L. Bongeault, F. M. Davidson, F. D. Fagan, J. H. Harbour, J. A. Hieronimus, H. W. Jackson, S. P. Johnston, Jas. B. Keister, A. C. Rulofson and A. H. Meussdorffer.

At the next luncheon, Thursday, June 5th, Assemblyman F. L. Eksward, author of the Motor Vehicle Act, will be the principal speaker.

COFFEE ARRIVALS

The Green Coffee Association of the San Francisco Chamber of Commerce reports the following arrivals during the past week, with coffee consigned to members:

May 26, 1919—S. S. San Jose, 19,305 bags of coffee.

May 24, 1919—S. S. Buyo, 1,645 bags of coffee.

(Continued from page one)

appeal to hotels that can hold them for the next ten years, making sales during that period to guests who intend visiting Yosemite. All admission slips are transferable.

The Chamber strongly urges the members to participate in this drive and to use every effort to bring San Francisco's purchases above the forty thousand quota.

The campaign will close on June 7th. It would be unfortunate if it should be necessary to extend the period and this can be avoided by giving the proper support to the movement.

THE CHARITIES ENDORSEMENT COMMITTEE

A confidential communication from this committee will be mailed to all members during the coming week. Please see that this communication reaches all heads and executives, particularly those responsible for donating to solicitors.

TO MEMBERS VISITING THE EAST

Members of the Chamber who are about to go to the East, New York, Washington, etc., are urged to so notify the Chamber. Meetings and conferences are frequently being held on the Atlantic Coast where it would be of great value for this Chamber to be represented in person by some member and such attendance might fit in with the dates members are there.

INSUFFICIENT POSTAGE CAUSES LOSS OF BUSINESS

The Foregn Trade Department of the San Francisco Chamber of Commerce is advised by several organizations in Australia that the failure of merchants to place the proper amount of postage on letters and circulars is causing irritation which may result in a loss of business unless corrected.

The Department urges that all mail be fully prepaid. The rate on first-class matter is 5 cents for the first ounce and 3 cents for each additional ounce or fraction. The rate on other matter is the same as in the United States.

OPPORTUNITY FOR REPRESENTATION IN EUROPE

A San Francisco business man is about to go to England and Scandinavia and wishes to get in touch with large, reliable merchants desiring representation in those countries. He is endorsed by one of our well known firms. Those interested can get in touch with him through the Foreign Trade Department.

U. C. LECTURES AT YOSEMITE

The University of California through its University Extension Division will offer free to the public a course of scientific lectures in the Yosemite Valley during June and July, 1919. These are to be known as the LeConte Memorial Lectures in the Yosemite in honor of the name of Joseph LeConte, the famous naturalist and geologist who was for many years a member of the faculty of the University of California.

It is planned to give most of the lectures at the Village of Yosemite, probably in the pavilion or the open air. Certain of the lectures, especially those by Professor Jepson and Dr. Matthes, will be delivered at places in Yosemite which give concrete illustration of the scientific subject under discussion.

TRANS-PACIFIC MAILS

The following sailing dates and closing times of Trans-Pacific Mails are based on the latest information furnished by steamship companies. They are subject to change on notice. Paper mail for Hawaiian and Philippine Islands closes one hour earlier than time given.

Destination	Steamer	Leave	Date	Ordinary Mail Closes Ferry	Registered Mail Closes Ferry
Australia and West Australia	Ventura	S. F.	June 10	11:30 am	11:00 am
New Zealand	Ventura	S. F.	June 10	11:30 am	11:00 am
	Moana	S. F.	June 30	8:30 am	8:00 am
China and Japan	Emp. of Asia	Seattle	June 12	9:20 am. June 10	8:00 pm. June 9
	Tenyo Maru	S. F.	June 11	10:30 am	10:00 am
	Tynderaus	Seattle	June 15	9:20 am. June 13	8:00 pm. June 12
	Suwa Maru	Seattle	June 19	9:20 am. June 17	8:00 pm. June 16
Hongkong	Emp. of Russia	Seattle	June 12	9:20 am. June 10	8:00 pm. June 9
	Tenyo Maru	S. F.	June 11	10:30 am	10:00 am
	Tynderaus	Seattle	June 15	9:20 am. June 13	8:00 pm. June 12
	Suwa Maru	Seattle	June 19	9:20 am. June 17	8:00 pm. June 16
Dutch East Indies	Emp. of Russia	Seattle	June 12	9:20 am. June 10	8:00 pm. June 9
	Tenyo Maru	S. F.	June 11	10:30 am	10:00 am
	Tynderaus	Seattle	June 15	9:20 am. June 13	8:00 pm. June 12
	Suwa Maru	Seattle	June 19	9:20 am. June 17	8:00 pm. June 16
Hawaii	Ventura	S. F.	June 10	12:30 pm	12:00 m
	Tenyo Maru	S. F.	June 11	11:30 am	11:00 am
	Siberia Maru	S. F.	June 19	11:30 am	11:00 am
Manila, P. I.	Emp. of Russia	Seattle	June 12	9:20 am. June 10	8:00 pm. June 9
	Tenyo Maru	S. F.	June 11	10:30 am	10:00 am
	Siberia Maru	S. F.	June 19	11:30 am	11:00 am
Tahiti	Moana	S. F.	June 30	8:30 am	8:00 am
Straits Settlements	Via New York unless specially addressed via Pacific steamers				

San Francisco Chamber of Commerce Activities

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San Francisco Chamber of Commerce

Merchants Exchange Building
465 California Street
San Francisco

For What You Want to Know —— Call KEARNY 112

FOREIGN TRADE OPPORTUNITIES

3173. Nice, Alpes Maritimes, France. Party would like to represent California packers in Roumania.

3174. Sydney, Australia. General merchants and importing firm in Sydney, desires to secure the agency for firms desiring representation in Australia.

3175. Havana, Cuba. Broker and manufacturers' agent desires to get in touch with manufacturers and exporters desiring a representative for their goods in Cuba.

3176. Vancouver, B. C. Firm desires to communicate with importers of India fibre for making brushes and brooms.

3177. Copenhagen, Denmark. Party desires to secure the agency for firms desiring representation in the Scandinavian field.

3178. Bucharest, Roumania. Established firm desires to represent in Roumania local exporters and manufacturers. Desires samples, catalogs and prices, conditions of sale, etc.

ORGANIZATION FORMED IN PARIS TO AID JEWELRY TRADE

Service Bureau for Buyers Will Expedite Transactions

The Chamber is just in receipt of information from the local Consul-General of France to the effect that the Syndicate Chamber of Jeweler's and Goldsmith's Trade of Paris have created an organization which will enable it to receive jewelers from outside localities in France and from foreign countries in Paris on business. Offices have been provided which will be availed to business men on terms of from ten francs per day to one hundred and fifty francs per month.

A service bureau will be maintained through which buyers or sellers will be able to execute their purchases or sales under practical and rapid conditions.

By writing in advance, office reservations can be made and the name of the man and his date of arrival will be posted in the Syndicate Chamber, together with information as to the kind of articles in which they are interested.

The main office will be at 58 Rue du Louvre in Paris and it is the intention of the Bureau to furnish all information of interest to the buyer or seller at this place.

Which wins, thrift or spendthrift? Buy W. S. S.

Thrift is the bulwark of prosperity. Buy W. S. S.

Buying War-Savings Stamps lends your money to Uncle Sam who returns it with 4 per cent interest compounded quarterly five years hence.

COALING STATIONS OF THE WORLD

For the information of Ship Operators, the Foreign Trade Department has procured the latest approximate data regarding the principal Coaling Stations of the world:

Port	Price per ton of 2,240 lbs.	Description of Coal normally stocked
London	70/-	Durham
Dartmouth	75/-	Welsh
Bristol Channel Ports	40/-	Welsh
Newcastle	62/6	Durham
Hartlepool	65/-	Durham
Glasgow	37/6	Scotch
Gibraltar	85/- plus 1/- tax	Welsh or Durham Oil fuel limited supply barrels and cases
Algiers	86/-	Welsh or Durham
Oran	86/-	Welsh or Durham
Malta	100/-	Welsh or Durham
Port Said	92/-	Welsh
	88/6	Durham Unscreened
Aden	102/-	Indian
	105/-	South African
Colombo	72/-	Indian
	78/-	Transvaal
	79/-	Natal and Australian
Singapore	85/-	Indian or Australian
Sabang	80/-	Indian or Sumatra
Hongkong	95/-	Chinese
Shanghai	75/-	Chinese
Moji	56/-	Japanese
Nagasaki	57/6	Japanese
Yokohama	90/3	Japanese
Chinwantao	37/-	Chinese
Newcastle, N. S. W.	14/6	Australian
Sydney, N. S .W.	16/-	Australian
Port Kembla	16/-	Australian
St. Michaels (Azores)	180/-	Welsh
Madeira	103/6	Welsh
Las Palmas, G. C.	124/-	Welsh
Teneriffe	124/-	Welsh—capacity practically unlimited no oil
St. Vincent, C. V. I.	105/-	Welsh
Rio De Janeiro	139/-	Welsh or American
La Plata	139/-	Welsh or American
Buenos Aires	139/-	Welsh or American
Monte Video	139/-	Welsh or American
Coronel	75/-	Chilian
Panama	11/6	American
Bermuda	95/-	American
St. Lucia, W. I.	95/-	American
St. Thomas, W. I.	94/-	American
Natal	37/-	Natal
Delagoa Bay	35/-	Transvaal
Plymouth	70/-	Oil fuel under Gov. control
Mauritius	90/-	So. African—limited supply, no oil fuel store
Esberg		Supply limited—delivery 50 tons per hour
Aarhus		Supply limited—delivery 50 tons per hour.
Perim	105/-	No oil fuel

MARINE DEPARTMENT

Shell Oil Company's Steamer Silver Shell, the second of the company's tank steamers to arrive from Tampico, put in appearance in this harbor last week bringing 7,920 tons of Mexican crude oil which was taken to the company's plant at Martinez. This will be followed shortly by the Gold Shell with a similar cargo. After which the three tankers are booked to take cargo to the Orient from here.

Tug Storm King, and the Barkentine Rolph, were launched from the Rolph Shipyard last week, in Humboldt Bay. Both vessels will be towed to this city for final fittings. The tug will be placed in the coastwise towing by the Rolph Navigation & Coal Company, while the Barkentine will be placed in the foreign trade.

Japanese Steamer Buyo Maru arrived here last week from the Orient bringing 32,000 bags beans, and aboard the Pacific Mail Steamship Company Steamer San Jose there were 22,288 bags coffee from Central American ports, also treasure amounting to $42,453.00.

Motorship Oregon was purchased by the Gulf Mail Steamship Company last week from the Alaska Pacific Navigation Company. The new owners will place the vessel in the Central American trade.

This department was advised last week of two important charters, the Barkentine Alta and the Japanese Steamer Heijin Maru, both will load barley cargoes at this port, the former to the United Kingdom at the rate of $38.00, to Scandinavia $40.00 by Balfour, Guthrie & Company. The latter to the United Kingdom direct to be loaded by G. W. McNear, Inc., at the rate of $38.00 per ton. This is the second Japanese Steamer to load barley here for the United Kingdom within the last month.

The Steamer Holbrook cleared on May 27th for Grimsby, England with a cargo of 51,724 centals barley, shipped by Strauss & Co. The Steamer Salmon was cleared last week by G. W. McNear, Inc., for U. K. with 49,337 centals barley.

The Standard Oil Company's Motorship Oronite left here last week for Rockhampton and Townsville, with a cargo shipped by the company, consisting of 750 cases benzine, 29,500 cases coal oil, and 13,500 cases gasoline. Another cargo shipped by them at the same time for discharge at Napier on the Schooner King Cyrus, was 100 cases benzine, 7,606 cases coal oil, 500 cases distillate and 16,250 cases gasoline.

Balfour, Guthrie & Co. dispatched the British Steamer Bethanga for Melbourne and Adelaide on May 28th, loaded with 65,000 cases oil.

The Schooner H. D. Bendixsen left Sydney on May 21st for Nukulofa, in the Tonga Group of Islands, to load a cargo of copra for this port, under charter to Burns Philip & Co.

Steamer La Segundo will leave here shortly for the Atlantic Coast with 30,000 barrels of oil shipped by the Standard Oil Company.

Paul I. Fagan, for many years assistant manager of the Exporting Department of the Standard Oil Company, resigned the first of the month. Mr. Fagen intends going into the importing and exporting business in this city shortly.

The Pacific S. S. Co.'s Steamer Admiral Goodrich sails from this port on June 10th for Nome, St. Michaels and Golovin, connecting with steamers of American Yukon Navigation Co. for all up-river points.

The San Francisco Shipbuilding Company, launched the 7,500 ton reinforced concrete tanker Palo Alto, from their plant on Government Island, Oakland, on Thursday, May 29th.

The Oceanic Steamship Company's Ventura will sail from San Francisco on June 10th for Sydney via Honolulu and Pago Pago.

For Yokohama and Kobe direct, the Trans-Oceanic Company will dispatch their Steamer Kofuku Maru, from this port, this month.

TO MEMBERS INTERESTED IN RUSSIAN TRADE

The San Francisco Chamber of Commerce is now the Pacific Coast representative of the American-Russian Chamber of Commerce of New York. That organization composed of the leaders of foreign commerce of the United States whose Directorate includes such men as the active heads of Lee Higginson & Co., National Shamut Bank, Deere & Company, New York Life Ins. Co., American Foreign Banking Corp., National City Bank, American Locomotive Works, General Electric Co., Guaranty Trust Co., American Car & Foundry Co. and many others were organized to promote and protect American commerce in both European and Asiatic Russia. This organization is in close touch with our own Government and the de facto government of Admiral Kolchak of Omsk which will undoubtedly soon be recognized by the Allies. By reason of having expert representatives in the various sections of Russia the American-Russian Chamber is kept fully informed as to conditions and prospects; is equipped to furnish lists of reliable merchants in Russia, the articles most needed and what the Russians have to offer in exchange. Already a number of valuable bulletins have been issued giving lists of buyers and sellers, financial conditions, etc. All members of the Chamber interested in commerce with Russia are urged to send their names and addresses to the Foreign Trade Department of the San Francisco Chamber of Commerce and they will be placed on the mailing list to receive these bulletins. Should any member desire any specific information the department will at once take it up with the New York organization and, in most cases, will be able to procure reliable data. To make this service valuable members should take advantage of it.

NICARAGUA SEEKS AMERICAN CAPITAL

According to T. E. Lacayo, Consul-General from Nicaragua, there are good opportunities at Nicaragua for the establishing of many industries.

Mr. Lacayo, newly appointed Consul-General from Nicaragua to Los Angeles holds a franchise for a brewery which was originally for twenty years, and now has six and one-half years more to run. He purchased the option of this franchise and now wishes to sell it to anyone who desires to establish that business there.

There is considerable consumption of beer in that country and at present the cost of beer is 40 cents and 50 cents per pint. Only bottled beer can be shipped in at present.

Nicaragua imports beer from Panama, San Salvador, Mexico and the United States. The conditions there are to his estimation very good for such a business.

In addition, Mr. Lacayo believes that there are excellent opportunities for the placing of transportation facilities, preferably such as auto busses and trucks in the various cities.

Nicaragua has found a new industry, according to Lacayo, and this is the growing of hemp. In this, he declares, the country bids fair to rival the Philippines.

It was further stated that since the war, the people of Nicaragua are coming more closely in touch with the Americans and are beginning to alter some of their opinions formed principally through American filibusters. The American now has the inside track in commerce and can easily monopolize the trade if merchants are wise enough to do business according to Nicaraguan custom instead of endeavoring to change the national habits to conform to American standards.

PLACEMENT BUREAU

DISCHARGED SOLDIERS AND SAILORS

147. Ex-service man capable of handling men. Experienced in advertising, also retail paint and painters supplies. Estimating and inspecting paints and painting. Estimator and inspector for U. S. Navy at Great Lakes Naval Training Station, Great Lakes, Ill.

148. Accountant and bookeeper, married, discharged soldier from Canadian Army, desires position as junior accountant or bookkeeper.

149. Retired Army officer, West Point graduate, 34 years old, executive experience. Head of large quartermaster office for past 18 months. Desires position with firm with opportunity to advance to responsible executive position. Willing to go to the Orient or Australia.

150. Discharged soldier desires position to represent some firm in Brazil. Brazilian language mother tongue.

151. Discharged Army officer, university graduate in the college of commerce. 26 years of age, wants connection with commercial house, where future is assured, salary is not the essential thing at start. Highest references.

152. Wish employment in sales promotion, many years advertising experience. Best local references. Just discharged from service and wish immediate employment.

153. Lumberman, young man, age 26, married, desires to connect with lumber company, or mercantile house with export lumber department. Five years experience in manufacturing and sales department of lumber company. Discharged U. S. Yeoman, U. S. N. Excellent credentials.

154. Young man, age 22. Six years mechanical and electrical training with marked sales ability, wants to work up in electrical or machinery house.

155. Young man of education and ability, familiar with foreign trade and possessing thorough knowledge of foreign languages including Spanish and Russian and excellent references from prominent Government officials in San Francisco and Washington, D. C., recently released from U. S. Army, is open for a position with an import and export firm, who can use a correspondent and representative.

GENERAL APPLICATIONS

1401. Young married man, three years experience in export, would like position. References. Salary open.

1402. A live young man, best connection, exceptional sales ability, financial experience wants opportunity with first-rate business house. Preference, developing new line.

1403. Salesman for Latin-America, executive ability. Spanish correspondent, capable to open new department.

1404. Experienced man of several years residence in and familiar with general business of various parts of the Orient, is open to consult wtih substantial parties who may be interested, with view of employment here or abroad. First-class references.

1405. Accountant, experienced in all branches of office work, including financial statements, costs, credits, etc. Competent to take full charge. Married, age 28.

GOVERNMENTAL

INCOME TAX EXEMPTIONS

An opinion rendered by the Attorney General holds that the salaries and wages of officials and employees of any state are exempt from the income tax.

AMORTIZATION OF WAR PLANTS

In the case of facilities acquired after April 6, 1917, for the production of war materials, the revenue statute allows a reasonable deduction for amortization of such part of the excess cost which is due to war prices. This allowance, the Bureau of Internal Revenue rules, may not be based upon the difference between the actual war cost and what would have been the cost at prewar prices; the taxpayer is not entitled to extinguish through amortization more than the difference between the war cost and what he can sell the property for after the war. No narrow construction, the Bureau continues, has been placed upon the definition of war materials.

GERMAN DYES

Under the Brussels agreement Germany is permitted to export such quantities of certain commodities to the associated governments as the latter may wish to import. The War Trade Board will not permit the importation of dyestuffs into this country except as they will contribute to the public interest. To determine this interest, the Board has appointed an advisory committee on dyes, consisting of four representatives of the dye-producing industry and four representatives of industries using dyes. As soon as this board makes its recommendations, the Board will announce the kind and quantity of German dyes which will be licensed for importation.

EXPORT PACKING

For the benefit of shippers of engineer material and other heavy articles, the Engineer Corps of the Army has prepared an instruction book for export packing. Experience has shown that where these specifications are followed for overseas shipment, satisfactory deliveries have resulted. The instructions cover crating and boxing specifications, baling, and marking, as well as information concerning devices used inside of boxes for greater safety and protection.

SALE OF GOVERNMENT SHIPS

Former terms in the offer of sale of government-owned wooden steamers included the condition that the basis of sale must be cash. The Shipping Board has now adopted a broader policy under which it proposes three bases of sale, one calling for cash payment and the other two for part cash and part time payments.

FURNITURE

The Forests Products Laboratory of the Department of Agriculture, located at Madison, Wisconsin, has made numerous studies into the properties of lumber, glues, and the characteristics of woods.

FUTURE SALES OF SURPLUS GOVERNMENT PROPERTY

The Chamber of Commerce of the United States advises that information regarding sales of Government property, which are usually advertised in trade papers, are on file with the National Chamber. Requests for details can be addressed to the Surplus Property Division, Office of the Director of Storage, Room 1348, Munitions Building, Washington, D. C.

SAN FRANCISCO DISTRICT FREIGHT TRAFFIC COMMITTEE—DOCKETS

Docket 1544. (Hearing 10 A. M., June 5th)—Stair treads, boxed, less carloads. Proposal to advance rates on stair treads, metal, N. O. S.; and brass, bronze or copper from Eastern points taking Group A to J rates to California terminals and intermediates.

Docket 1547—(Hearing 10:45 A. M., June 5th)—Alfalfa feed (cut or ground mixed with molasses and distillery yeast) carloads. Proposal to reduce rates from Waldo, Cal. to San Francisco and points in California.

Docket 1548. (Hearing 11 A. M., June 5th)—Lumber and its products. Proposal to provide that rate applying to Groups E, F or G shall also apply to points in transcontinental territory located on the St. P. M. & O. Railroad.

Docket 1424. Coffee, carloads, San Francisco to Fresno. Hearing postponed until June 4th at 10:30 A. M.

Docket 1112. Paper, roofing and building, carloads, from San Francisco and Paraffin, Cal. to Fallon, Nev. cancelled.

Docket 1550. (Hearing 2:30 P. M., June 5th)—Package specifications for dried fruit boxes. Proposal to amend specifications for the above packages.

Docket 1551. (Hearing 3 P. M., June 5th)—Sodium (soda) nitrate of, in packages, carloads. Proposal to reduce rate from San Francisco to Nichols and to increase minimums from San Francisco to Mococo, Peyton and Bay Point.

Docket 1557. (Hearing 10:45 A. M., June 10th)—Hoop keeps (hoop fasteners) iron or steel in boxes, mixed carloads with cement coated nails. Proposal to reduce rates from Eastern points taking Groups A to J rates to California terminals and intermediates.

Docket 1558. (Hearing 11 A. M., June 10th)—Tea sweepings, tea siftings, etc., (non-edible), in bags, bales or chests, straight or mixed carloads. Proposal to reduce rate from Pacific Coast ports (import) to St. Louis, Mo.

Docket 1560. (Hearing 2:15 P. M., June 10th)—Abrasive cloth, less carloads, from Eastern points taking Group A to J rates to California terminals and intermediates. Proposal to change description to read: "Cloth or cloth and paper combined, coated with alundum, carborundum, corundum, emery or other abrasive material, in boxes, bundles, crates or rolls."

Docket 1561. (Hearing 2:45 P. M., June 10th)—Zinc ore, carloads (import) from San Francisco to Donora, Pa. Proposal to reduce rate from 69 cents to 55 cents per 100 lbs.

Docket 1562. (Hearing 3 P. M., June 10th)—Switching charge of State Belt Railroad at San Francisco. Proposal to absorb the switching charge on line haul traffic to or from wharves.

Docket 1565. (Hearing 3:30 P. M., June 10th)—Linseed oil, in bulk, barrels or in tank cars, carloads. Proposal to increase rates from Eastern points taking Group A to J rates to California terminals and intermediates.

Docket 1567. (Hearing 10:15 A. M., June 11th)—Minimum weight, powdered lime rock, carloads. Proposal to reduce the minimum weight from 60,000 lbs. to 40,000 lbs. from Berkeley and Santa Cruz, Cal. to points on the Southern Pacific Railroad in California as provided in S. P. Tariff No. 730.

Docket 1571. (Hearing 11:15 A. M., June 11th)—Copper, bessemer blister, etc., from California, Arizona, Nevada and Mexico to Atlantic Seaboard points via Galveston or New Orleans. Proposal to advance rates.

Docket 1575. (Hearing 2:30 P. M., June 11th)—Graphite, graphite foundry facing, graphite paint, etc., mixed carloads, from Saginaw, Mich., to Pacific Coast points. Proposal to establish a rate of $1.20 per 100 lbs., minimum weight 60,000 lbs., on mixed carloads.

Docket 1576. (Hearing 2:45 P. M., June 11th)—Caps, tins, bottle, can or fruit jar, in boxes, less carload, from California terminals and intermediates to Chicago, Ill. Proposal to reduce rate to $2.34 per 100 lbs.

Docket 1577. (Hearing 3:15 P. M., June 11th)—Lime rock (including crushed, ground and powdered), carloads, from Sonora, Cal. to San Francisco. Proposal to reduce rate from 10 cents to 7½ cents per 100 lbs.

NEW SERVICE TO NEVADA

Changes in passenger train service between San Francisco and Goldfield, Nevada, cutting the running time between the two cities by nearly 12 hours, and providing night travel across the desert in both directions were announced today by the United States Railroad Administration through Federal Manager W. R. Scott.

The new service begins June 8th and follows a conference held before the Nevada State Railroad Commisssion to devise means of caring for the increased travel to the new gold fields.

Mining men, merchants and others contemplating a visit to the Divide District this summer will find that the new service meets every demand. Train No. 24, the Tonopah Express, will leave San Francisco at 1:20 A. M. (sleepers open at Oakland Pier at 9 P. M.) and will reach Goldfield at 9:35 the second morning. The trip across the desert at night is cool and comfortable. Returning, the traveler can leave Goldfield at 6 P. M., Tonopah at 7:50 P. M., again cross the desert at night, arrive at Truckee at 7:55 A. M. for breakfast, reach Sacramento at 2:45 P. M. and reach San Francisco at 6:30 P. M. on the second evening.

Mail service will gain a full day, as incoming letters at Goldfield and Tonopah will be received in the morning and replies may be sent out at evening of the same day.

Through sleepers will operate via Southern Pacific in connection with the Tonopah and Goldfield Railroad. Eastbound trains will run via Niles and Stockton, west bound trains via Benecia. The latter will connect at Truckee with train for Lake Tahoe leaving at 8 A. M.

SURVEY OF BUILDING AND LOAN ASSOCIATIONS

In making a nation-wide survey of building conditions, the U. S. Department of Labor recently sent out questionnaires to several thousand Building and Loan Associations. These questionnaires covered inquiries concerning assets, the average amount of loans made each year, applications for 1919, the possibility of increasing demands for loans and opinions concerning the proposed system of Federal Home Loan Banks.

Returns disclosed that more than forty per cent of the Building Associations have not sufficient available funds to meet the desirable applications for loans that are coming in as a result of the shortage of houses and the general revival of construction activities. While the Building Associations of the country are reported on a sound financial basis their present difficulties are due to the facts that they have enormous investments and that the long time mortgages representing large amounts are not negotiable at commercial banks.

The movement to establish Federal Home Loan Banks is approved by a majority of the Associations that returned answers to the questionnaire. Out of 1,200 thus far received less than 10 per cent of the Associations represented are opposed to the plan. An answer that is typical of the attitude of Associations that are financially independent came from the West. "Our organization does not need a Federal Home Loan Bank system at this time," writes the Secretary, "but it will be helpful to those who do and the time may come when we shall be glad to take advantage of it."

PANAMA CANAL CIRCULARS DELAY EXPLAINED BY PURCHASING DEPARTMENT AT WASHINGTON

The Chamber recently made complaint to the General Purchasing Officer in Washington regarding the delay in receiving circulars advertising for bids for supplies for the Panama Canal.

The following reply indicates the reasons why Pacific Coast firms do not in all cases have opportunity to bid on certain classes of supplies:

"Replying to your letter of April 29th, relative to some of our circulars not being received by Pacific Coast firms in sufficient time to permit of their bidding:

I have to advise that our circulars are of two classes:

First, our printed 'long time,' or 3-week circulars, that is, three weeks intervening between the date of issue and the opening date of circular; Second, our mimeographed, or 'short-time' circulars, two weeks being the period between the issuance and opening. Our short-time circulars generally comprise small items, whether urgently required or not, and large items where quick delivery is urgently required and we are instructed by the authorities on the Isthmus to issue a short-time advertisement.

Our long-time circulars contain usually our principal stock requirements and large purchases where time of delivery is not so important a factor, although of course deliveries are always desired as early as practicable under either class of circular.

It is realized by this office that the short-time circulars do not allow very much time to enable far West bidders to prepare and mail their bids so as to reach Washington and yet, if bidders act promptly, they can nevertheless mail their bids in sufficient time to reach Washington by the time of opening. Every effort is made by this office to send out these circulars promptly and in the ordinary course they should be in the hands of Pacific Coast firms within five or six days from the date of issue. In this connection attention is invited to the conditions in our circular as follows:

'No bid received after the hour of the date specified, or telegraphic bid, will be considered; Provided, That, if no award shall have been made, bids received by mail after the hour specified may be considered if the postmarks upon the envelopes containing such bids show that they were mailed in sufficient time, in due course of carriage, to insure their delivery in the Washington office of the Panama Canal not later than the hour of the day of opening.'

In order to allow for delay in transmission by mail, this office has for several months past invariably delayed making awards until the day after the opening, and of course under the above quoted clause if any bids should be received after that time, which were mailed in sufficient time in due course of carriage to insure their delivery here not later than the hour of opening, they would be given consideration if no award had been made in the meantime.

It is not considered feasible to allow more time for the submission of bids under these short-time circulars on account of the exigencies under which they are issued. It may be explained further that by far the largest number of items and also the greatest in value are included in our long-time circulars, under which ample time is given to all bidders to prepare and forward bids. It is believed that you have overlooked this class of circulars in connection with your statement that San Francisco merchants have reason to complain about being virtually shut out from competition for Canal supplies by the methods pursued in advertising and awarding contracts for same.

In reference to your suggestion that bids be permitted to be opened at some office in your city at the corresponding time they are opened here, I have to advise that this is not practicable in most instances for obvious reasons. Our circulars are of such length and call for such varieties of material that to have our representative in San Francisco telegraph to this office the results of bids obtained would entail an expense, with probabilities of errors in transmission and subsequent confusion and delay, as would not warrant such procedure. It would be necessary, further, for our California representative to forward to this office proposals received before awards could be made, which would ordinarily involve such delay as would prove detrimental to the interests of the Panama Canal, for it is not possible to make awards without careful checking and comparison of all bids. We have, however, in certain special cases, such as for lumber, permitted bids to be opened at our San Francisco office, Fort Mason, when it has been necessary to issue short-time circulars, although lumber in most instances is included in long-time circulars.

It is hoped that with the above explanation you will appreciate conditions as they exist, and please be assured that we shall do all possible to send out copies of all our circulars to the Pacific Coast without delay."

CHAMBER TO GET DATA AND OPINIONS ON SHIPPING SITUATION

The following communication has been sent to five hundred and fifty of the largest commercial organizations in the United States. Every effort is being made to thoroughly canvass the various parts of the country in order that the best possible information may be obtained as to the attitude, not only of shipping centers, but from the interior industrial and agricultural districts.

The following questions will undoubtedly soon be brought up in Congress, viz:

(a) Government or private ownership of Shipping Board vessels.

(b) Government or private operation of Shipping Board vessels.

(c) Modification of the Merchant Marine Laws of the United States.

These questions are of vital interest to all manufacturers, exporters, importers, financiers, farmers, wage earners as well as to ship owners and operators. Congress will no doubtedly be asked to decide these problems and it is incumbent upon all citizens to express their views honestly and conscientiously for the best interests of all. The ship owners and operators have been giving a great deal of attention to these subjects but it appears the manufacturers and others have considered them only in a desultory way.

These ships are an asset of the American people and the man in the interior States should take as much interest in their operation as the man in the seaport. The problems are too important to the future prosperty of the entire country to be handled by snap judgment or by the opinion of men selfishly interested.

The Foreign Trade Department of this Chamber has been carefully considering these matters for over a year and has, to a certain degree, formed opinions as to the best method of disposing of the Shipping Board ships but is extremely anxious to have the views and opinions of other commercial organizations throughout the country both interior and on the coasts.

With this object in view it would very highly appreciate the opinions and suggestions of your organization in the event of any having been formulated. In the event of no opinions having been arrived at it is respectfully suggested that your organization give these problems careful thought.

The Chamber of Commerce of the United States, of which you are a member, will shortly send out a referendum asking for a vote on all these subjects and we believe it would be wisdom to carefully consider them in advance so as to be prepared to give a prompt and intelligent response thereto.

If you could send in your views, even though they are but tentative, we would highly appreciate it and on receipt of these expressions from a number of organizations will abstract them without disclosing their source and send them around to all to whom we have sent this letter so that each may have the benefit of the views of all localities."

SAN FRANCISCO
CHAMBER OF COMMERCE ACTIVITIES

Volume 6 | The Commercial, Financial, Industrial and Governmental Metropolis of the Pacific Coast | Number 24

Every Thursday —— June 12, 1919

New Service to be Inaugurated to Europe

American Vessels to Carry American Products

Announcement has been made by the U. S. Shipping Board of the allocation of a number of the large steel vessels being built on the Pacific Coast to service between this Coast and Europe. Williams, Dimond & Co. have already been authorized to announce this service commencing in July and continuing until, at least, January of next year.

Naturally the service will depend upon the amount of cargo offered and San Francisco merchants should immediately get in touch with Williams, Dimond & Company with a view to making tentative arrangements.

WHAT THIS SERVICE WOULD MEAN

It would give direct service without transhipment to European ports.

It would permit the issuance of through bills of lading.

It would do away with delays and expense at the Atlantic Seaboard caused by freight congestion.

It would, naturally, give lower rates than at present apply via rail and ocean through the Atlantic Seaboard.

It would enable importers to bring in European commodities direct without transhipment and at lower rates and less expense than via New York and rail.

It would open up new and greatly increase present European markets for Pacific Coast products.

It would make a greater demand for California foodstuffs, enable farmers to realize a greater profit and pave the way for greater production of such foodstuffs in the event of the wine grape industry being abolished.

By creating this greater demand it would enable banks to advance a greater margin and thereby materially increase the prosperity of the State.

The San Francisco merchants, who have been keenly awake to the situation and have been urging the Shipping Board to put ships on the Pacific, are taking full advantage of this opportunity, and are optimistic over the amount of business which will result from this and future allocations by the Shipping Board.

Chamber Taking Keen Interest in Yosemite Valley Road Drive

Three Days Remaining in Million Dollar Campaign

The Chamber of Commerce, recognizing the tremendous benefits that will accrue to the State by the building of the paved highway from Merced into Yosemite Valley, is cooperating in every practical way to make the drive for one million dollars a success. This project will have a very favorable bearing on the large bond issue for roads which is about to be voted upon.

In order to give concrete assistance in the campaign, a call was made by Atholl McBean, President of the Chamber, to the presidents and secretaries of all local associations to attend a meeting in Room 237 Merchants Exchange Building, yesterday morning.

No personal solicitations were made at this conference but the importance of the successful conclusion of this drive to San Francisco and the State was pointed out.

The meeting was well attended and plans were outlined to aid the Yosemite Valley Highway Association in its program to complete the sale of the two hundred thousand certificates by Saturday, June 14th.

The personal interest of the officers of each association was pledged and methods suggested to secure the cooperation of every automobilist and citizen interested in the Yosemite Valley and good roads.

DUN'S REVIEW

Wholesale millinery is reported unusually active for the period, business for the month of May exceeding in volume previous records. The close of the season finds stocks well sold out. Fall and winter lines are coming in and will soon be offered with prices reported higher than ever.

With retailers in millinery lines, trade is quiet in the cities but reports from the country indicate a continued good demand.

Silks at wholesale continue in great demand and local jobbing stocks are short and broken. This situation is interferring with distribution in other lines, particularly in men's furnishings where silk shirts are in chief request.

Millinery and dry goods trades are also suffering from the shortage and due to the fact that it is impossible to obtain deliveries from the East.

Men's furnishings, hats, caps and men's clothing, at retail are active and the tendency of the buying public is for the better grades, despite continued high prices. Women's furnishings are also active, in fact retail business, with few exceptions shows good volume.

Automobile trades continue to be good, the sale of new cars showing little let up and accessories are moving well. Prices on tires are off some but continue to move satisfactorily.

The industrial situation is good and there is no great surplus of labor, in fact, good hands are still a little scarce. Shipyards are all busy and in view of a release from Government work are turning their attention to private building and present indications are that sufficient work will be obtained to continue present production.

The delay in closing peace negotiations and the possibility of further complications has become somewhat of a disturbing factor in general business circles.

Reports filtering in from country districts continue to indicate a most promising agricultural situation, both as regards prices and production.

During the month of April 577 sales of real estate were recorded in San Francisco for a total of $3,832,127. This is an increase of 54 in number of sales and 549,392 in amount over March, 1919. During April 804 mortgages were filed for a total of $4,575,836 and during the same period the releases were 787 in number, in the amount of $3,640,457. (As to 32 releases the amounts were not obtainable). The interest rates on mortgages and deeds of trust ruled at 6 to 7 per cent.

FREE ZONE MEETING

J. J. Dwyer, Manager of the Port Development Department of the Chamber of Commerce, will represent this body at the Free Port Conference in New York City June 30th. This was decided by the Board of Directors of the Chamber at its last meeting.

The Free Port meeting was originally set for June 26th but was postponed because of the inability of Wm. E. Kent of the United States Tariff Commission to be present at the time.

Representatives from all over the United States will attend the New York meeting to devise a program for the presentation to Congress at the present session. Subsequent meetings will be held to decide upon the ports of the nation which should be developed as free zones.

FREDERICK J. KOSTER HONORED BY ASSOCIATES

A dinner was tendered to Mr. Frederick J. Koster at the St. Francis Hotel on the evening of June 4th by the various members of the Boards of Directors who have served during the three terms which Mr. Koster has been president. Members of the Law and Order Committee also took part in the testimonial dinner to the retiring president. Following is a list of those present:

R. I. Bentley, Geo. Q. Chase, F. Dohrmann, Jr., A. P. Giannini, R. E. Miller, A. C. Dieriex, D. Hewitt, Jos. Magner, James Otis, M. J. Brandenstein, Grover Magnin, Frank I. Turner, Allen G. Wright, George T. Wright, M. H. Robbins, Jr., W. T. Sesnon, C. F. Michaels, W. N. Moore, Geo. Rolph, M. H. Esberg, W. M. Alexander, Frank Drew, L. M. King, C. R. Johnson, Max J. Kuhl, F. W. Bradley, A. T. De Forest, J. J. Fagan, T. A. Graham, Morgan A. Gunst, J. R. Hanify, Wm. L. Hughson, K. R. Kingsbury, Robert Newton Lynch, Adolph Mack, Godfrey Eacret, Atholl McBean, John A. McGregor, Seward B. McNear, Constant Meese, F. S. Moody, John H. Polhemus, W. T. Smith, R. Volmer, George C. Boardman.

SAN FRANCISCO STATISTICS

Comparative for Month of May 1918 and 1919

	May, 1918	May, 1919
Bank Clearings	$455,393,221.00	$564,250,225.00
Building Operations	857,010.00	1,225,075.00
Real Estate sale	2,856,955.00	4,931,218.00
Postal Receipts	370,276.02	407,859.91
Exports (Mo. of April)	15,097,428.00	21,316,556.00
Imports (Mo. of April)	26,600,587.00	14,667,003.00
Tonnage Departures	431,968 tons	591,405 tons
Tonnage Arrivals	454,049 tons	521,209 tons

*Decrease due to supplies for manufacture of munitions the importation of which has ceased.

A THRIFT INDUCER

When the armistice was signed, the War Department had fifteen million regulation hand grenades ready to be thrown into the German trenches, dugouts and machine gun nests. As they were no longer needed for that purpose, the Treasury Department secured them for amunition in the campaign for national financial preparedness.

They will be used to clean out the entrenchments of the national enemies of waste and careless spending and will be handled by the army of American school children.

Each grenade complete except for the fuse and explosive charge, will be turned into a savings bank for dimes and pennies. Under a distribution plan approved by the Treasury Department one of these banks would be given to every school boy and girl under ten years old who can show one War Savings Stamp earned during vacation, when school reopens next fall and tell how it was earned. Every boy and girl over ten who earns two War Savings Stamps and shows them together with an account of how they were earned, would win one of these prizes. The distribution of the grenade banks will be completely under the control of the Savings Directors of the twelve Federal Reserve Districts.

Buy W. S. S.

CHARITIES ENDORSEMENT COMMITTEE SERVICE

The Charities Endorsement Committee has established for your benefit a department of information for the purpose of guiding and advising you regarding appeals for donations.

The main purpose of this service is to inform members as fully as possible, insofar as information can be obtained, of all data that will show the need for an appeal and the reliability of those making an appeal for charitable contributions.

The Charities Endorsement is interested also in the method used in appealing, and has formulated policies regarding unwise and wasteful methods.

The committee does not desire to control the disposition of any member's benevolence, but it does wish to save members from the unnecessary, wasteful and fraudulent solicitor.

To make the Service 100 per cent efficient, cooperation is necessary.

It is no exaggeration to state, that the Service of the Charities Endorsement Committee has saved members, and indirectly the whole community, much more money than the Chamber of Commerce receives in yearly dues.

Were it possible to divert to genuine needs the enormous amount of wasted money that is annually paid out, our charitable and welfare organizations would be in position to more effectively care for all of our community social problems.

This cooperation must come from members in the form of inquiry.

The Charities Endorsement Committee is doing its part.

WILL YOU DO YOURS?

Call Kearny 112 and ask for the Charities Endorsement Committee.

HOME LOAN BANKS EXPLAINED

Inquiries concerning the plan for organizing a system of Federal Home Loan Banks are being sent into the U. S. Department of Labor from all parts of the country, and general interest is manifested in the provisions of the bill to be introduced at the next session of Congress.

The impression exists in some minds that the banks when established would make direct loans of Government funds to persons desiring to build homes. This is a mistake. The plan contemplates the organization of Federal Home Loan Banks as clearing houses for Building and Loan Associations, which would then be able to realize on their long time mortgages, and thus to meet increased demands for loans. The associations clearing through these banks would be stockholders in the institutions.

According to the plan a group of Building and Loan Associations could combine for the organization of a Federal Home Loan Bank in which they would deposit a block of mortgages taken in the regular course of business. Against these mortgages the bank would issue bonds up to 80 per cent of the value represented. The bank would sell these mortgages in the market, turning over the proceeds to the Association which had deposited them, the Association executing a note to the bank for the amount thus received.

The mortgages thus deposited as security, are not to be sold by the Association to the Bank, but would remain the property of the Association, which would continue to collect the regular payments from the borrowing members whose mortgages have thus been deposited, just the same as before the deposit was made. If a borrower whose mortgage had thus been hypothecated pays off his loan in full, the Association would recall that mortgage from the bank, either by turning over the cash value of the mortgage to the bank to be applied on the debt of the Association, or by depositing another mortgage of equal value.

PLACEMENT BUREAU

DISCHARGED SOLDIERS AND SAILORS

156. Mining engineer, 9 years mining and surveying experience. Married, age 31, recently discharged as Lieutenant, U. S. A., wishes position preferably in South America. Speak Spanish. Want opportunity with permanent prospects with mining company or railroad construction.

157. Young man, 20 years of age, experienced salesman in dry goods lines and export business, would like position in either one of these lines.

158. Clerical position by young man just discharged from Service. Experienced typist and general office work. References given.

159. Graduate civil engineer, 12 years experience in construction, designing and estimating.

160. Discharged soldier, young married man, would like position with export firm, three years experience. References, salary open.

GENERAL APPLICATIONS

1406. Young man, 32 years of age, with family, desires position with manufacturing establishment in shipping department or with steamship company engaged in Trans-Pacific business. Twelve years experience as railroad station agent, and inspector store department of railroad, 3 years assistant freight clerk and storekeeper on boats plying to China, Japan, Australia and South and Central American ports, familiar with all work in operating department of railroad.

1407. Sales and advertising executive, recently arrived from New York, is open for connection, where a real producer can make a big income by showing results. Familiar with modern sales methods. Knows how to get the utmost effort with the utmost good will from his workers. Exceptional references. Moderate salary plus commission on increased business produced.

1408. Position wanted by man in oil business, 17 years experience, either sales position or management of same. First-class references from previous employer.

1409. Young man, 28 years of age, commanding Russian language, wishes permanent connection with reliable firm going into foreign trade. Applicant is an American citizen of Lithuanian descent. Linguist accustomed to travel of pronounced executiveness and good education.

1410. Attorney-at-law of long experience wants position in a busy law office. Is a specialist on preparation of briefs and on pleading. Speak, read and write Spanish fluently.

1411. Export and import man with thorough knowledge of general merchandise, Spanish correspondent, speaking several languages, well acquainted with the commercial centers in Latin-American countries, would like to hear from a good export and import firm in San Francisco, Oakland or Seattle, who wants an expert correspondent and capable export man.

San Francisco Chamber of Commerce Activities

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For What You Want to Know —— Call KEARNY 112

CORRECTION

In last week's issue, there appeared a column headed "Coaling Stations of the World." The phrasing should have been "Foreign Coaling Stations of the World." A list of the coaling stations of North America will be issued shortly.

The above error was called to our attention through an anonymous communication. While it is hardly possible to escape errors occasionally it is equally as impossible to escape the anonymous letterwriter. The Chamber is glad to receive honest criticism or correction and would appreciate such communications from the members together with name of member submitting data.

RECOMMENDATIONS SUBMITTED ON TAXATION

IMPORTANT

No other subject is of more immediate practical importance to the American manufacturer than that of taxation. At the recent conference of the Advisory Committee of The National Council for Industrial Defense, held in New York, May 16th and 17th, twenty-eight States were represented, and among other subjects the Revenue Act was discussed in the light of the actual operation of its provisions and the administrative regulations made thereunder. As the result of these discussions proposals have been made:

1. To the Committee on Ways and Means of the House and the Finance Committee of the Senate in the form of suggestions intended to clarify ambiguities and inequalities in the statute and to urge the necessity of considering broader forms of taxation.

2. To the Commissioner of Internal Revenue for the purpose of clarifying Regulations 45, and particularly those provisions applying to inventories and amortization. During the course of his address to the National Association of Manufacturers, on May 20th, the Commissioner invited the presentation of administrative suggestions and arrangement was immediately made for a meeting with him of a representative committee of financial and productive officers of typically varied industrial establishments. This meeting was held at his office May 28th.

The suggestions were presented under both the above heads as the result of conference discussion and exchange of views with the most representative groups of manufacturers.

LUMBER IMPORTERS IN EUROPE

The Foreign Trade Department has just received through the courtesy of the Bureau of Foreign and Domestic Commerce, a number of lists of importers of lumber located in Portugal, Italy, France, England, Spain, The Netherlands and South Africa.

These can be seen upon application to the Department.

FOREIGN TRADE OPPORTUNITIES

3179. Piraeus, Smyrna. Firm desires to get in touch with packers of fish and preserved fruits.

3180. Genova, Italy. Party desires to communicate with exporters of fruit, desiring to do business in Italy.

3181. Prague-Karlin. Firm wishes to communicate with exporters of grain, maize, forages, oil-cakes, etc., desiring to extend their foreign commerce to the Tschecho-Slovaek Republic, and importers of cloverseeds.

3182. Havre, France. Party desires to represent in France shippers of dried and canned fruits.

3183. Paris, France. Refiners of precious metals and manufacturers of bronze powder desire to get in touch with interested importers. Details on file at this office.

3184. Epinal, France. Firm in Epinal, France, would like to get in touch with American houses dealing in any kind of merchandise.

3185. Havre, France. Firm in Havre, France, would like to represent American houses dealing in canned and dried fruits.

3186. Havana, Cuba. Established commission house wishes to represent in Cuba, dealers in Asiastic rice and California fruits.

3187. Valletta, Malta. A firm of chandlers and coal merchants are desirous of getting in touch with some reliable person in San Francisco who would be willing to act as their agent, the terms to be arrived at by arrangement.

3188. Nogales, Sonora. Firm desires to communicate with exporters of hardware, glassware, jewelry and groceries.

3189. Rotterdam, Holland. Firm in Rotterdam would like to get in touch with exporters of various sorts of chemicals and oils, especially in linseed, castor and cotton oils, resin, turpentine and India-rubber.

3190. Delhi, India. Import and export firm desires to get in touch with merchants interested in trade with India.

3191. Milan, Italy. A credit establisbment in Milan desires to get in touch with banks not already represented in Italy.

CHAMBER QUERIES WASHINGTON REPRESENTATIVE ON DRY LAW REPEAL

In addition to the recent plea to Congress by the San Francisco Chamber of Commerce for the repeal of the War Time Prohibition Act as far as wines and beer were concerned, this organization telegraphed its Washington representative to get a concensus of opinion among the members of the Senate and the House as to the probability of any legislation which would affect the present outlook.

In reply, the Chamber has been advised that diligent inquiry seems to confirm the opinion that no legislation will be enacted to repeal the Dry Act. That the opposition to letting down the bars on beer and wine is organized and very strong, while Legislators favoring repeal are not organized and are somewhat fearful of the political effect of any action they might take in this direction. In addition, the argument is presented in Washington that it is hardly worth while to release wine and beer for six months particularly since breweries have been changed to produce other materials and would not return to beer making for a period of six months only. It is also pointed out by the Washington representative of the Chamber that the Republicans insist that they will not allow the liquor question to become a party issue.

While most of the foregoing information is well known, the Chamber felt that some opinion from Washington might be of assistance to members who may have supplies of liquors to dispose of. However, final action must still be undecided regardless of the general feeling that nothing will be done to repeal the War Time Dry Act.

MARINE DEPARTMENT

Schooner Ruby arrived here last week from Callao bringing to this port 275 tons silver ore consigned to the Selby Smelting Company. 13,925 bags sugar were brought here from Vancouver by the Mexican Steamer Korrigan 111 which are originally from the Philippine Islands, transhipped at the northern port.

After a good run of 67 days from Port Angeles, the Barkentine James Tuft arrived at Sydney on May 22nd, with 1,272,976 feet of lumber shipped by J. J. Moore & Company.

The next three sailings from here of the Pacific Mail Steamship Company's steamers for Mexico and Central American ports are booked for June 21st, July 2nd and July 23rd.

The Matson Navigation Steamer Manoa arriving from Hawaiian Islands on the 3rd, brought 100 cabin passengers and 8,395 tons of cargo. There were 106,592 bags raw and 10,000 bags refined sugar, 1,807 bunches of bananas, 172 carts fresh pineapples, 724 tons molasses, 500 cases canned tuna, 60 bales sisal, 300 bags coffee, and 71 tons plunder in cargo holds.

The Norway-Pacific Line's new Motorship Borgland has been chartered by the U. S. Government to bring a cargo of coal from Norfolk, Va., to San Francisco, for the Navy Department. The vessel will then load at this port for Scandinavian ports, loading month of July.

The Steamers Belding and Bellota will start loading cargo for New York middle of this month, former for Williams, Dimond & Co., and latter under charter to Luckenbach S. S. Co.

Williams, Dimond & Co. have notified this department, of the inauguration of a new direct European service from San Francisco, with steel steamers of the U. S. Shipping Board. First sailing will be next month, to be followed by bi-monthly clearance thereafter. Large shipments of salmon, canned fruits, vegetables, fish, etc., grains, dried fruits, and other California produce, will go forward in the vessels.

The South America-Pacific Line have chartered their Steamer Gov. Forbes to the Ward Line of New York on time charter for six months, delivery Cuba, re-delivery New York at rate of 35/.

G. W. McNear, Inc., cleared the Steamer Kimta for Grimsby or Falmouth, with a cargo of 53,426 centals of barley, also Steamer Tillamook with 53,200 centals. Schooner Rose Mahony will leave shortly for London with 6,273,912 pounds barley, same being shipped by Balfour, Guthrie & Company at the rate of $36.50. Motorship Trolltin loaded 3,832,962 pounds barley for Copenhagen at the rate of $42.50, being under the charter of the U. S. Trading Corporation.

Balfour, Guthrie & Company, agents for the Harrison Line of Steamers have notified this department that the Company's Steamer Musician, will commence to load at London July 2nd. Glasgow July 9th, and Liverpool July 11th, for San Francisco with stops at Southern California, Seattle, Vancouver and Victoria, if sufficient inducements offer.

The Steamer Redwood chartered by Pope & Talbot arrived here last week with a full cargo of lumber loaded at their mills at Port Gamble and Port Ludlow. After discharging she loaded freight for Seattle, Tacoma and Bellingham in the Chas. Nelson Line.

W. R. Grace & Co. will inaugurate a freight service this month with the Steamer Lake George, between New Orleans and ports of Ecuador, Chile and Peru, under the name of New Orleans-South American S. S. Co.

Another barley fixture was announced this week, with the chartering by Strauss & Co. of the Shipping Board Steamer Waneyanda for U. K. or Continent delivery.

The ten thousand ton steel Steamer Mohinkis, was launched from the ways of the Pacific Coast Shipbuilding Company at Bay Point in June. This is the fourth launching from this yard, which is building a fleet of ten freighters of the same size for the U. S. Shipping Board.

We have been advised by W. R. Grace & Co., agents of the Johnson Line, that the Motorship Lima will sail from Gothenburg on June 29th for San Francisco. The vessel will load outward cargo at this port late August or early September for Scandinavian ports. It will be the first visit to this port, to be made by the craft, which is being substituted for the Motorship Kronprinssen Margareta.

The Motor Schooner Oregon, recently acquired by the Gulf Mail S. S. Co., has been placed on berth at San Francisco for Singapore, Soerabia and Batavia via Apia and Pago Pago, and will sail from here on June 14th.

The five masted Schooner W. H. Marston has been chartered to carry a cargo of coal from Newcastle, Aus. to Callao, at 80 shillings, for W. R. Grace & Co.

Oil shipments on the Schooner W. H. Talbot, which left here last week for Sydney, amounted to 1,950 barrels lubricating oil, and 10,000 cases oil.

J. J. Moore & Co. have chartered the Schooner Forest Home, and will place her on the berth in the Australian Despatch Line for Sydney direct. Vessel will start loading late this month.

Balfour, Guthrie & Co., agents for the Commonwealth Government Line, announce that the Steamer Barriwa for Brisbane and Newcastle, and the Motorship Babinda for Sydney and Melbourne, will sail from this port next month.

An early July sailing from San Francisco for Guam, will be the Schooner Zampa which has been placed on berth by the Gulf Mail S. S. Co.

The Steamer Baja California of the South America-Pacific Line, loads here early July, for ports of South America via Mexico.

Ship deliveries by American yards continued to increase in May, the total being 136, of which 87 were steel, 47 wood, and two composite. The aggregate gross tonnage amounted to 511,014 tons that of the steel ships being 396,282 tons. Deliveries in April numbered 111 of 368,476 gross tons.

BUREAU OF MARKETS TO HOLD MEETINGS

For the purpose of securing data to be used at the final hearings upon rules and regulations to be issued by the Secretary of Agriculture under the United States Warehouse Act, preliminary meetings will be held in various cities throughout the country, which hearings will be presided over by the Chief of the Bureau of Markets ,or some representative of that bureau.

The meeting in San Francisco will be held in Room 237 Merchants Exchange Building, on June 18th at 10 A. M.

MERCHANTS INTERESTED IN TRADE WITH FRANCE

The Foreign Trade Department has received a letter from the American Chamber of Commerce in Paris urging American merchants interested in Commerce with France to enroll themselves as non-resident members. The expense is nominal, i. e. 125 francs. In view of the benefits which can be derived by affiliation with this organization we suggest interested members apply. Application blanks can be had from the Department.

INDUSTRIAL RELATIONS

The Activities presents this week the new Industrial Relations Plan, recently adopted by the Inland Steel Company, of Indiana Harbor, Ind., which has been adopted in the belief that it will prove of permanent value, and with the intention of giving it a fair and honest trial. A short digest of the plan follows and will, no doubt, prove of interest to local employers of large vision who realize the necessity for a radical change in the field of employment relations:

Representation

Representation among the workmen is provided by the election of one representative for each 100 employees of each department employing under 500. For departments employing over 500, one representative for each 150 employees, but not less than five representatives. Each representative serves for one year or until his successor is elected.

Qualifications of Representatives and Voters

Any employee, not a company official, and not having the power to hire or discharge, and who has been on the company's pay roll for one year, and who is an American citizen, or who has taken out first papers is qualified for nomination and election as a representative.

All employees, except those specified in the preceeding paragraph, who have been in the employ of the company for over 60 days, or longer, and who are 18 years old or over, are entitled to vote. Each representative, before taking office, is required to take an oath of office, which obligates him to observe the constitution and laws of the United States and the State of Indiana, and to perform, to the best of his ability, the duties of a representative.

Nomination and Election

Rules for the nomination and election of representatives are set forth in detail and follow closely the methods of procedure prescribed for public elections. Both nominations and elections are by secret ballot which is closely safe-guarded to prevent undue influence or fraud. In the event of a tie vote, seniority in the company's employment determines the choice.

Representative of Management

The representative of the management is appointed by the company and it is his duty to keep the management fully informed of all negotiations with the representatives, their officers and committees. He attends, on request, all meetings of the representatives, their officers or committees.

Committees

Immediately following their elections, the representatives elect a chairman, secretary, general committee, a committee on rules and such other committees as are necessary. Special committees are necessary for consideration of the following subjects:

Wages, employment and work conditions.
Housing, domestic, economic and living conditions.
Safety and prevention of accidents.
Health and works sanitation.
Transportation of employees.
Works practice and methods of economy.
Education and publication.
Recreation and athletics.

A general committee considers all subjects not falling within the scope of special committees. Joint committees consist of employees' representatives and representatives named by the management, whose members may equal but shall not exceed the workers representatives.

Committee Meetings

Representatives attending regular meetings, or special meetings, do so on the employers time and suffer no deduction from their wages for time so occupied. Representatives have the right to a hearing by a committee on any matter concerning the employees of their department. The management may refer to any committee any matter for consideration and report and the same avenue is open to any committee of representatives. The company defrays such expenses as are necessarily incident to the work of the committees.

Annual Conference

An annual conference between all the employees' representatives and representatives of the management is held.

Principles and Policies

The representations of employees in no way abridges or conflicts with the employees right to belong to labor unions.

A list of offenses is posted and no employee shall be discharged for the commission of any offense not posted without first having been notified that a repetition will be a cause for dismissal. Special attention is called to numerous laws, the violation of any of which will result in instant dismissal. Among these are stealing or destroying company property, carelessness, failure to observe safety regulations, smoking where forbidden, harboring disease that endangers fellow workmen, willful neglect of company's property, etc.

The management of the works retains the right of hire, suspension, discharge or transfer, and the right to relieve employees from duty, caused by lack of work or for other legitimate reasons, is vested exclusively in the management, except as expressly restricted in the agreement.

Proceedure for Adjustment

Any employee has a right to submit a grievance, either in person or through the representative of his department, first; to the superintendant, second; with the representative of the management, third; with the superior operating officers of the company, and any one of these can effect a settlement, or with the consent of all parties, refer the matter to a joint committee. In case of failure to secure a proper adjustment through these means, the matter may be referred to an arbitrator, or arbitrators, for final determination.

Independence of Representatives Guaranteed

Each representative is given absolute freedom to discharge his duties independently, and without fear that his individual relations with the company will be affected. To insure this right, he is permitted to take any question of personal discrimination to any of the superior officers, the general joint committee and to the president of the company. Failing to secure relief, he has the further right to appeal to the State Department of Labor or to the Secretary of Labor of the United States, whose decision shall be final and binding.

Amendments

Amendments to the agreement may be made by a two-thirds vote of the entire membership of the joint committee of rules, or a majority vote of the employees and management representatives.

Right of Termination

The agreement may be terminated on 3 months notice by the Board of Directors of the company or upon the expiration of 3 months after a majority of the electors shall have voted in favor of its termination.

CABLE SERVICE RESTORED

The Guam Manila cable has been repaired restoring direct communication to Philippines, China, Siberia and Dutch East Indies.

SPECIAL NOTICE

Competent business woman is going to New York and will undertake any commissions which require personal attention.

SAN FRANCISCO DISTRICT FREIGHT TRAFFIC COMMITTEE—DOCKETS

Docket 1579—(Hearing 10:15 A. M., June 12th)—Cement, building, carload. Proposal to reduce rates from Cement and Cowell, Cal. to Navalencia, Orange Cove, Orosi, etc.

Docket 756—Hemp, sisal, sesbania and Manila plastering fibre, in bales, tightly compressed ,carloads, minimum carload weight—from California terminals and intermediates to Eastern points. Cancelled.

Docket 323—Crude cocoanut oil, carloads, from San Francisco to Winnipeg, Manitoba. Docket cancelled, same being covered by this Committee's Docket 1381 .

Docket 302—Same as above. Cancelled, same being covered by Docket 1381.

Docket 949—Edible nuts, minimum carload weight. From California terminals and intermediates to Eastern points. Cancelled.

Docket 1212—Foundry slag, carloads, from California points to Eastern points. Cancelled.

Docket 1095—Culverts, iron or steel, (plate or sheet), K. D., carloads, from Eastern points to Pacific Coast terminals and intermiates. Cancelled.

Docket 1581—Cullet (broken glass), straight carloads, from Los Angeles to San Francisco. Proposal to reduce rate from 34½ cents to 31½ cents. Hearing 10:45 A. M., June 12th).

Docket 1582—(Hearing 11 A. M., June 12th)—Animal food, viz: refuse, raisins and raisin seed, carloads, from Fresno to San Francisco. Proposal to reduce rate from 27½ cents to 17 cents per 100 lbs.

Docket 1591—(Hearing 10 A. M., June 17th)—Refuse, can molasses, carloads, from San Francisco to Ogden and Salt Lake City. Proposal to reduce rate from 69 cents per 100 lbs. to 41½ cents domestic, and 33 cents, import, from Hawaiian Islands.

Docket 1592—(Hearing 10:15 A. M., June 17th)—Loading and unloading charges on carloads and less carloads, freight. The Western Pacific, Southern Pacific, Santa Fe, L. A. & S. L., and Arizona Eastern roads propose to cancel those portions of the rules in their tariffs which allow Rule 22 of current Western Classification to apply.

Docket 1593—(Hearing 10:30 A. M., June 17th)—Fertilizer, viz: ammonia phosphate, carloads. Proposal to reduce rate, Warners, N. J. to California terminals and intermediates, from $1.31½ to 88½ cents per 100 lbs.

Docket 1594—(Hearing 10:45 A. M., June 17th)—Fire brick, carloads. Proposal to reduce rate, Denver to San Francisco, from 57 cents to 45 cents per 100 lbs., minimum weight 80,000 lbs.

Docket 1595—(Hearing 11 A. M., June 17th)—Cocoa butter, carloads, from Eastern points to San Francisco. Proposal to reduce rate from $3.31½ to $2.00 per 100 lbs., minimum weight 30,000 lbs.

Docket 1596—(Hearing 11:15 A. M., June 17th)—Seed, milo maize, straight carload or mixed carloads with other seeds. Proposal to reduce rates from Eastern points to California terminals and intermediates.

Docket 1598—(Hearing 2:15 P. M., June 17th)—Licorice mass, carloads. Proposal to reduce rates from Eastern points to California terminals and intermediates.

Docket 977—Dry felt, carloads, from Pacific Coast terminals and intermediates to Eastern points. Cancelled.

Docket 1600—(Hearing 10:15 A. M., June 18th)—Sulphur, carloads. Proposal to reduce rate, California terminals and intermediates to Eastern points, from 112½ cents to 75 cents per 100 lbs.

Docket 1602—(Hearing 10:45 A. M., June 18th)—Canteens, cloth covered, in crates, straight carloads or in mixed carloads with tinware stamped ware, etc. Proposal to cancel commodity rates from Eastern points to California terminals and intermediates.

Docket 1603—(Hearing 11 A. M., June 18th)—Ground silica, carloads. Proposal to reduce rate, Hot Springs, Nev., to San Francisco.

Docket 1604—(Hearing 11:15 A. M., June 18th)—Overalls, jumpers, less carloads. Proposal to reduce rate, Lebanon, N. H., to California terminals and intermediates, from $4.62½ to $3.12½ per 100 lbs.

Docket 1605—(Hearing 11:30 A. M., June 18th)—Rags, carloads. Proposal to reduce rate, St. Louis, Mo., to San Francisco from 81½ cents to 75 cents per 100 lbs.

Docket 1607—(Hearing 2:15 P. M., June 18th)—Beet slicing knives, less carloads. Proposal to reduce rates from Eastern points to California terminals and intermediates.

Docket 1608—(Hearing 3 P. M., June 18th)—Picture frames, carloads. Proposal to reduce rates from Eastern points to California terminals and intermediates.

Docket 1609—(Hearing 3:30 P. M., June 18th)—Ixtle and sisal fibre (import from Mexico or Hawaiian Islands). Proposal to reduce rates from Pacific Coast ports to Eastern points.

Docket 1614—(Hearing 11 A. M., June 19th)—Tallow and tankage, mixed carloads. Proposal to provide for movement of above in mixed carloads from San Jose, Cal., to San Francisco.

Docket 1618—(Hearing 2:45 P. M., June 19th)—Boulder, crushed rock, carloads. Proposal to cancel commodity rate from South San Francisco to San Francisco.

PROSPECTS FOR WINE GRAPES IF—?

The United States Railroad Administration is not indifferent to the possibility that California's wine grapes may be afforded a market in the East and is taking steps to be prepared for such a contingency according to Freight Traffic Manager G. W. Luce.

Referring to the situation in the Lodi District, particularly where growers have expressed fear that facilities may prove inadequate Mr. Luce said:

"There will be no difficulty in handling the estimated crop of table grapes, which the growers put at 5,000 cars on a basis of 75 cars a day for 60 days.

"Concerning the wine grape situation, the question of a heavy movement East is entirely problematical, depending upon the amendment of Prohibition Act. If grapes can be shipped East for the manufacture of wine by individual users or for home consumption, the present loading facilities will permit our handling two hundred thousand tons of wine grapes on a basis of 250 carloads a day. This is possible because wine grapes do not have to be necessarily loaded through a packing house but can be loaded into cars placed on team tracks of which there are a sufficient number available.

"While loading facilities are adequate, it is true that the supply refrigerator cars may prove a problem if wine grapes are offered at the last moment in an unprecedented tonnage, but unfortunately the growers are not in a position to advise us whether they will need cars or not and hence we cannot anticipate their needs on that score. We are watching the situation closely and will do our best."

NEW BILL OF LADING IN EFFECT AUGUST 8, 1919

Director Chambers of the United States Railroad Administration announces that concerns having in stock a large supply of bills of lading printed under the old requirements may bring them up to the requirements announced by the Interstate Commerce Commission to become effective August 8, 1919, by stamping the necessary clauses across the face thereof with a rubber stamp.

The Industrial Advance of San Francisco

Commercial Growth Reflected in Individual Establishments

Among San Francisco's chief causes of commercial advancement are manufacturing and excellent port facilities. Many retail businesses are dependent upon manufacturing enterprises maintaining large pay-rolls but equally as great benefits accrue to the city through shipping and foreign trade.

In this instance the firm of Louis T. Snow & Company, who have recently occupied new premises at 235-37 Front Street is cited as an example of business expansion brought about by increased commercial relations with foreign countries.

Louis T. Snow, born in Langhlin, Maine, in 1873, saw in the fleet of clipper ships heading for San Francisco Bay the nucleous of a business that must continue and develop with such a port and so sailed here and established in that year, a wholesale grocery principally for the supplying of ships' stores. Success invited the selection of a partner, a Mr. Steve Cassaday, who, after identifying himself with the growing business soon had California products and other groceries in ships of all flags and touching all important ports of the world.

Notwithstanding their steady growth, they would not move from the vicinity of California Street where the firm has been located for over forty years.

With this long experience in forwarding and having developed a packing which proved that California products could be packed for every country of the globe, an enviable foreign trade business was soon developed.

To care for the impetus in exporting that was anticipated after peace, the firm, now incorporated, since the death of Mr. Snow and Mr. Cassaday, has had the fine three story and basement building corner Front and Halleck Streets remodeled and have added all the latest equipment for the speedy delivery of merchandise.

Louis T. Snow & Company are reported to be the only wholesale grocers in the city whose activities are devoted exclusively to ship stores and exporting groceries.

The firm states that their plans, contemplating the rapid development of exporting and ship stores out of this port, have been justified already by an increase in accounts since the first of the year of 17 firms, most of which are branches of Eastern houses.

WAREHOUSE SPACE DESIRED

The Chamber is in touch with an Eastern firm who are in the market to lease a warehouse in this city for period of two or three years. Warehouse should be located with good trackage facilities and have floor space of from seven to ten thousand square feet, preferably on one floor.

BUSINESS ANNOUNCEMENTS

The F. A. Thomas Company, Inc., have moved their offices from the fourth floor to the fifth floor of the Wells Fargo Building, and now occupy Rooms 512, 516 and 517.

du Pont Colman & Company, the brokerage and commission firm in the Kohl Building have moved their offices from Room 614 to Room 317-18 in that building.

Knight-Counihan Printing Co.

SAN FRANCISCO
CHAMBER OF COMMERCE ACTIVITIES

Volume 6 — The Commercial, Financial, Industrial and Governmental Metropolis of the Pacific Coast — Every Thursday —— June 19, 1919 — Number 25

Chamber of Commerce Day at Commercial Club

—TO ALL MEMBERS—

The San Francisco Commercial Club recently suggested to the Chamber of Commerce that they set aside a day in the Club to be known as "Chamber of Commerce Day," on which occasion the newly elected President and Board of Directors of the Chamber would be the guests of the Club at luncheon and all members of the Chamber are asked to participate.

Every member of the Chamber should be interested in this event and should endeavor to be present.

However, the capacity of the dining room of the Club is limited and therefore those who wish to attend should be on hand by 12:15. Members of the Chamber who are not members of the Commercial Club can secure tickets at the office of the Chamber.

Date—Tuesday, June 24th. Time—12:15 P. M. Place—Commercial Club.

Highway Campaigns Should Be Supported

Drive for One Million Dollars to Build All Year Road into Yosemite Valley Extended to June 21
Success of this Campaign Will Have Effect on Forty Million Dollar Bond Issue to be Voted on July 1

BUY A CERTIFICATE FOR YOSEMITE

The regular admission price by automobile or motorcycle to Yosemite Park is $5.00 at all times. The certificates which will build the new all-year road into Yosemite are issued by authority of the Federal Government and entitle the holder to the same privileges as the regular admission tickets, but are good for any one year for the next ten or more years.

The construction of this highway will begin as soon as the one million dollar fund is secured and will afford immediate employment to hundreds of returned soldiers. The forty million dollar bond issue will not be available for months to come.

From the standpoint of local pride and national patriotism every individual should aid this cause by buying at least a $5.00 certificate. Those who are in a position to do so should buy blocks of certificates which can be sold to prospective visitors to Yosemite during the next ten years.

Members of the Chamber are urged to fill out one of the return cards which accompany this issue of the Activities in order that the million dollar drive may be completed this week.

VOTE "YES" FOR THE BIG BOND ISSUE

San Francisco "took off" last week in the $40,000,000 Good Roads Bond Issue Campaign, which ends with the special state-wide election July 1st, when the voters of the State are expected to approve the Bond issue by an overwhelming vote Thursday afternoon in the Chambers of the Board of Supervisors, Mayor Rolph's committee of one hundred and fifty men and women, representing virtually every civic organization in the city, held its initial meeting, which was addressed by Governor Stephens, L. A. Nares, Chairman of the California Good Roads Campaign Committee, Supervisors Richard Welch and Joseph Mulvihill. Everyone of the Committee pledged himself or herself to work vigorously, both personally and through their organizations, for the success of the Bond issue.

Friday a campaign committee of ten, headed by Percy E. Towne, was appointed. The other members of the committee are—Adolph Mack, Director of the San Francisco Chamber of Commerce, Supervisor Richard J. Welch, John

(Continued on page 215)

NATIONAL CHAMBER REFERENDUM ON TRANSPORTATION

A series of proposals for remedial railroad legislation went out recently to a referendum vote of the more than 1,100 commercial and trade organizations making up the membership of the Chamber of Commerce of the United States. They were prepared by the Chamber's Railroad Committee after an extended study of the transportation situation.

The recommendations advanced for a vote are ten in number and are supported by a report dealing with the considerations which lead to the Committees' decision. The recommendations contain the following proposals:

Corporate ownership and operation with comprehensive regulation.

Return of the railroads to corporate operation as soon as remedial legislation can be enacted.

Adherence to the period of federal control as now fixed unless and until impossibility of remedial legislation in this period closely appears.

Permission for consolidation in the public interest, with prior approval by government authority, in a limited number of strong competing systems.

Requirement that railroad companies engaged in interstate commerce become federal corporations with rights of taxation and polic regulation reserved for the states federal regulation of capital expenditures and security issues of railroads engaged in interstate commerce, with provision for notice and hearing for state authorities.

Federal regulation of interstate rates affecting interstate commerce.

A statutory rule providing that rates in each traffic section shall yield an adequate return on a fair value of the property as determined by public authority.

Payment into a fund of a share of the excess earned by any railroad system under application of the statutory rule over an equitable minimum return upon fair value of the property, this fund to be used as Congress directs for strengthening general railroad credit and increasing general railroad efficiency.

A Federal Transportation Board to promote development of a national system of rail, water, and highway transportation and articulation of all transportation facilities.

Members of the committee signing the report are George A. Post, of New York, formerly president of the Railway Business Association, chairman; Walter S. Dickey, manufacturer, of Kansas City; F. C. Dillard, lawyer, of Sherman, Texas; Stephen A. Foster, lawyer, of Chicago; Edward J. Frost, merchant, of Boston; Thomas F. Gailor, Bishop of Tennessee; Emory R. Johnson, professor of transportation and commerce, University of Pennsylvania; Charles E. Lee, consulting engineer, of New York; William Z. Ripley, professor of political economy, Harvard University; Alexander W. Smith, lawyer, of Atlanta; Charles F. Wright, banker and manufacturer, of Susquehanna, Pa.

TRADE AT A GLANCE BY BRADSTREETS

SAN FRANCISCO

Wholesale and Jobbing Trade—Good.
Retail Trade—Good.
Manufacturing and Industry—Active.
Collections—Fair to Good.
General Conditions—Excellent.

PORTLAND

Wholesale Trade—Good.
Retail Trade—Good.
Manufacturing and Industry—Fair.
Collections—Good.
Crops—Good.

SEATTLE

Wholesale and Jobbing Trade—Good.
Retail Trade—Good.
Manufacturing and Industry—Active.
Collections—Good.
Crop Conditions—Good.

SPOKANE

Wholesale Trade—Active.
Retail Trade—Active.
Manufacturing and Industry—Good.
Collections—Excellent.
Crops—Favorable.

LOS ANGELES

Wholesale Trade—Good.
Retail Trade—Good.
Manufacturing and Industry—Good.
Collections—Good.

CATALOGUES AND SAMPLES WILL AID TRADE WITH FOREIGN COUNTRIES

The Foreign Trade Department of the San Francisco Chamber of Commerce is in receipt of request from the Penang Chinese Chamber of Commerce, Penang, Straits Settlements, urging American merchants and manufacturers to send catalogues and samples of manufactured goods for display in a room in their Chamber which has been prepared for that purpose. Interested members are urged to send such catalogues and samples to the above organization.

The Chamber is also in receipt of advice from a San Francisco man now stationed at Vladivostok, Siberia, that catalogues and data on American products are much in demand. Particularly is information desired as to terms of sale of various commodities, method of packing, weight, net and gross, etc. Suggestion is also made that this information printed in the language of the country to which it is sent will carry more weight with the prospective buyers.

PHIL NORTON TALKS TO MERCHANTS

Mr. Phil Norton, who has just arrived in San Francisco from Siberia and the Orient, which places he visted with a special commission of the Committee on Public Information, was the guest of honor yesterday at a luncheon tendered by the Chamber of Commerce. Mr. Norton went into the economic conditions in Russia, China, Japan, etc., and gave much valuable information as to possibilities in these countries. He emphatically stated that if the merchants of San Francisco and the Pacific Coast did not do business with their neighbors across the Pacific it would their own fault.

It was pointed out that hesitation on the part of our merchants would furnish just the opportunity that other nations require in order to get a foothold in these countries.

"There is every opening for American business" Mr. Norton assured his hearers, "Americans and American goods are the most popular. The Pacific Coast is the gateway to the Orient and Siberia. Personal representation is the ideal method of getting business. You must appeal to the merchant through intimate contacts."

(Continued from page 1)

O'Connell, Secretary San Francisco Labor Council, Colonel Frank Marston of the Downtown Association, Frank McDonald of the Building Trades Council, Miss Genevieve Allen, Secretary Civic League, R. M. J. Armstrong of the Market Street Improvement Association, J. McLaughlin of the Labor Commission and Edward Rainey, Secretary to Mayor Rolph. This committee will cooperate directly with the California Good Roads Campaign Committee, whose headquarters are in the offices of the California State Automobile Association at 1628 Van Ness Ave.

Every organization in the City, and as a matter of fact throughout Northern California, will be asked to endorse and actively support the Bond issue, which means that California will have within the next few years a great system of highways 4,500 miles in extent and linking up every section of the State. Approval of the Good Roads Bond Act, which was passed by the last session of the Legislature as a war reconstruction measure means, too, that such a demand will be made upon labor within the next few years, that not one of California's returned fighters will have to compete for a job.

While reports registered at campaign headquarters indicate a unanimity of opinion in favor of the Bonds throughout the State, nevertheless, according to Mr. Nares, public apathy in going to the polls July 1st, may defeat the issue. California could not possibly receive a greater set back than to have the news of such a defeat flash throughout the country. It would unmake a reputation for good roads which it has taken the State years to build up at the expense of millions of dollars. It is, therefore, up to every member of the Chamber of Commerce and every voter who reads this magazine, to see to it that nothing interferes with his going to the polls July 1st, and voting "YES" for California and Good Roads.

CHARITIES ENDORSEMENT COMMITTEE

Increased Interest

The Charities Endorsement Committee are gratified at the response of the members to the circular regarding appeals and donations issued last week.

The service furnished members by the Charities Endorsement Committee is of great value in that it avails as far as possible a proper knowledge of all appeals for donations.

When appealed to, call up the CHARITIES ENDORSEMENT COMMITTEE, KEARNY 112 for information.

Boy Scouts of America Campaign

In order to bring to the attention of the citizenship of each community the vital facts in relation to its boyhood, to definitely recognize nationally, by some suitable program, the value of the Boy Scout movement and especially the achievements of the Boy Scouts nationally and locally during the war, a citizens' committee headed by William G. McAdoo, was formed in New York and out of this came the appeal for a million associate members for the Boy Scouts of America.

The membership fee was placed at $1 in order that it might be within the reach of everybody. San Francisco is asked to secure, as its quota, 18,000 associate members and a committee under Judge W. W. Morrow of the United States Circuit Court of Appeals is attempting to do this.

Apathy on the part of the people to any drive or campaign must be overcome and the citizens, both men and women, made to understand the benefits of the great boy movement which today has something like 450,000 boys between the ages of 12 and 21 years, enrolled. There are 10,000,000 boys in this country and it is the purpose to make it possible to place the full program of the Boy Scout movement before these lads. In order to do this the cooperation of the men and women interested in boyhood must be had and so the appeal for associate members is made. It is the investment of a dollar in boyhood to build manhood.

TRANS-PACIFIC MAILS

The following sailing dates and closing times of Trans-Pacific Mails are based on the latest information furnished by steamship companies. They are subject to change on notice. Paper mail for Hawaiian and Philippine Islands closes one hour earlier than time given.

Destination	Steamer	Leave	Date	Ordinary Mail Closes Ferry	Registered Mail Closes Ferry
Australia and West Australia	Sonoma	S. F.	July 8	11:30 am	11:00 am
New Zealand	Niagara	Seattle	June 7	9:20 am. June 5	8:00 pm. June 4
	Moana	S. F.	July 7	8:30 am	8:00 am
	Sonoma	S. F.	July 8	11:30 am	11:00 am
China and Japan	Monteagle	Seattle	June 26	9:20 am. June 24.	8:00 pm. June 23.
	Shinyo Maru	S. F.	June 30	10:30 am	10:00 am
Hongkong	Monteagle	Seattle	June 26	9:20 am. June 24.	8:00 pm. June 23.
	Shinyo Maru	S. F.	June 30	10:30 am	10:00 am
Hawaii	Oregon	S. F.	June 21	10:30 am	10:00 am
	Lurline	S. F.	June 24	2:30 pm	2:00 pm
	Columbia	S. F.	June 28	11:30 am	11:00 am
	Shinyo Maru	S. F.	June 30	11:30 am	11:00 am
Manila, P. I.	Monteagle	Seattle	June 26	9:20 am. June 24.	8:00 pm. June 23.
	Columbia	S. F.	June 28	10:30 am	10:00 am
Dutch East Indies	Monteagle	Seattle	June 26	9:20 am. June 24.	8:00 pm. June 23.
	Billiton	S. F.	June 30	8:30 am	8:00 am
	Shinyo Maru	S. F.	June 30	10:30 am	10:00 am
Tahiti	Moana	S. F.	July 7	8:30 am	8:00 am
Straits Settlements	Via New York unless specially addressed via Pacific steamers				

San Francisco Chamber of Commerce Activities

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For What You Want to Know —— Call KEARNY 112

HURLEY RECOGNIZES PACIFIC COAST SHIPPING NEEDS

The Chamber has been very active in its requests for increased shipping facilities to European ports. The following letter was addressed by Edward N. Hurley, Chairman of the Shipping Board to Hon. Julius Kahn in connection with a wire recently sent to this representative.

"Relative to the attached telegram from the Foreign Trade Department of the San Francisco Chamber of Commerce, I take pleasure in advising that we are in full sympathy with the present need of direct service from Pacific Coast ports to European ports. We have had the need of tonnage for Pacific Coast shipments during the present season in mind for sometime and only the lack of available tonnage due to the demand made upon us principally by the Food Administration but by the Army as well, has prevented our making a definite announcement.

I will be pleased to have you convey to the San Francisco Chamber of Commerce and other interested bodies on the Pacific Coast reasonable assurance that adequate direct service from Pacific Coast ports to the United Kingdom and the Continent will be maintained during the present season. Announcements will be made publicly from time to time by Mr. H. H. Ebey, Assistant Director of Operations, Pacific Coast District, of vessels placed on berth for this service, their schedules, etc."

VLADIVOSTOK HOUSE OPENS OFFICES HERE

S. G. Finn, General Manager of Vladimir, Bogolepoff & Co., of Vladivostok, with numerous branches in other parts of Siberia, announces that his house has just established headquarters for the United States in the Flood Building, this city. They will extend their business to other cities, having already appointed a commercial agent in New York City.

Mr. Finn reports that the desire for American goods is exceedingly great in Russia and that his firm wants to deal directly with American houses.

San Francisco has been selected as the natural center for trading with Siberia, a business which is certain to develop enormously in the future.

AMERICANS WANTED TO TAKE PART IN AERONAUTICAL EXPOSITION

With further reference to the First Aeronautical Exposition, Amsterdam, which was to have been held during the months of July, and perhaps August, a cable has just been received from Holland stating that this Exposition will be held instead, starting August 1st, and close sometime in September. The cable also states that German participation is excluded and a large English and French participation is expected. It is hoped that America will not remain behind in its exhibits.

FOREIGN TRADE OPPORTUNITIES

3192. New York, N. Y. Firm desires to get in touch with importers, brokers and wholesalers in this city that handle imported French, Italian and Spanish olive oils.

3193. Nagoya, Japan. Manufacturer of violins and accessories desires to get in touch with local dealers.

3194. Bordeaux, France. Firm would like to represent in France, exporters of canned fruits and vegetables.

3195. Napoli, Italy. Firm wishes to communicate with exporters of technical articles of India-rubber and transmission straps.

3196. Lucern, Switzerland. An established Swiss import and export house would like to communicate with exporters of food products with a view of taking over their agency for Switzerland.

3197. Swansea, England. Firm in Swansea has an American Marconi 2 K. W. set, Type C, which they salved from the S. S. "Tours" built in 1917 by the Toledo Shipbuilding Co., for which they wish to find a market.

3198. Livorno, Italy. Firm would like to get in touch with reliable agent to represent their firm in this city for edible olive oil and other Italian products.

3199. Paris, France. Firm would like to represent in France, American houses dealing in all kinds of canned goods and foodstuffs.

3200. Westcliff-On-Sea, Essex, England. Party establishing a general import and export business in London desires to get in touch with manufacturers and exporters of food products.

3201. Osaka, Japan. Firm of importers and exporters in Osaka would like to get in touch with exporters of tool steel, hardware, etc.

3202. Tokio, Japan. Firm desires to get in touch with exporters of corn starch, dried apricots, raisins, mustard, and importers of beans, peanuts, peanut oil, potato starch, sweet starch, salt codfish, etc.

PRESIDENT OF COMMERCIAL MISSION OF FINLAND CONFERS WITH LOCAL MERCHANTS

Mr. Jacob de Julin, President of the Commercial Mission of the Government of Finland, who is visiting the United States, was a visitor in San Francisco within the past few days and outlined to interested members of the Chamber of Commerce an extensive foreign trade program which his country is undertaking.

That the Pacific Coast should do a large business with Finland was the statement of Mr. de Julin and urged the business men of this district to make a special study of the possibilities and future of such a trade. With our enormous output of canned and dried fruit, we should find a ready market in Finland.

The location of the Pacific Coast will make it the natural gateway to Russia and the Government of Finland is looking forward with interest to the opening of trade routes from this section of the United States.

NEW CONSUL FOR DENMARK

The Chamber is in receipt of information that Mr. E. C. Schmiegelow is no longer Consul for Denmark. The place is now filled by Mr. Ove Lunn.

REPRESENTATION IN BRITISH INDIA AND STRAITS SETTLEMENTS

Mr. E. H. Madge, care of Hotel St. Nicholas, 235 O'Farrell Street, who claims twenty years actual experience in and to speak the languages of British India and the Straits Settlements is in San Francisco and about to return to those countries. He wishes to meet local or Eastern concerns who would entertain representation in the Orient.

MARINE DEPARTMENT

The Barge Washougal arrived here last week from Port Ludlow with 1,000,000 feet of lumber aboard consigned to Pope & Talbot. This service has been suspended since last November owing to the light demand at that time for lumber, and now will again be resumed. This arrival will be followed shortly by the Barge Washtucna carrying a like cargo.

The Barkentine Rolph launched at the shipyard of the same name on Humboldt Bay, on May 27th, has been fixed to carry a cargo of barley from San Francisco to United Kingdom. G. W. McNear, Inc., are the charterers, and the vessel receives the going rate which is $36 per ton.

Another barley fixture announced last week, was the Shipping Board Steamer Manada, which was taken by Strauss & Co., who also have the Waneyanda under charter, both from this port to U. K.

Steamer Elizabeth, arriving here last week from Coquille River points, brought 107,005 lbs. cheese for local consignees.

The Steamer Santa Inez will be the next freighter in the Grace Line to leave this port for South America, leaving out about the middle of next month.

The sailing of the Steamer San Mateo of the Pan-American Line for Mexican and Central American ports has been changed from the 18th to the 21st of this month.

Matson Navigation Company have on the berth for Manila the Steamer West Cathon to sail about July 1st and the Steamer West Cayote to sail early August.

The Steamer Enterprise of the Matson Navigation Line, arriving here on June 13th from the Hawaiian Islands, brought 28 passengers and 52,400 bags of sugar, in addition to other small shipments of island products.

The Philippine Vegetable Oil Company's Motor Schooner Nuuanu, left Manila on June 1st for San Francisco, with a cargo of 1,221 long tons of cocoanut oil.

The Standard Oil Motorship La Merced which delivered a cargo of case oil at Australian ports, left Newcastle on return to coast June 8th, with holds loaded with coal to be discharged at Honolulu.

The Admiral Line Steamer Admiral Goodrich arriving here June 10th from Iloilo, brought 572 barrels cocoanut oil, 1,851 pieces hardwood, 258 bundles of furniture and 14,724 bags of sugar for local merchants. The Admiral Wainwright of the same line, is due with a Philippine cargo.

The charter of the Motor Schooner Dockton was announced last week, the vessel having been taken by Comyn, Mackall & Co., to load lumber on Puget Sound to Mediterranean, two port $65, one port $62.50 per thousand, not east of the West Coast of Italy.

W. S. Scammell has chartered the British Barkentine Amy Turner to the Standard Oil Co. who will load the vessel with case oil for discharge at Bluff, N. Z. The vessel received at rate of $1.37½ per case.

Mohns Commercial Company have taken the Barkentine Makaweli for a voyage with lumber from Grays Harbor to Callao. The vessel has just discharged a cargo of copra at this port.

The Schooner W. G. Irwin left here last week for Eureka, where she loads a cargo of redwood lumber for Melbourne, under charter to J. J. Moore & Co.

NEW MEMBERS

The following applications for membership have been received since last report.

Acme Law & Collection Agency, Collections, 948 Market Street.

Baker & Bro., H. J., Import and Export, 21 California Street.

Bell, J. R., Coast Mgr. Landers Frary & Clark, 329 Call Building.

Egan, W. H., Hay and Grain, 1514 6th Ave.

English, C. C., Steel and Copper Plate, 583 Market Street.

Floyd Co., Wm. H., Importers and Mfrs., 311 California Street.

Hagens, J. F. C., Broker and Commission Merchant, 58 Sutter Street.

Hall, G. Batcheller, Foreign and Domestic Merchants, 418 Oceanic Building.

Hotchner, Sidney, Novelty Electric Sign Co., 165 Eddy Street.

Kalish, M., Shipping, 1010 Humboldt Bank Building.

Kieft, William, Wholesale Drugs, 415 Mission Street.

Macdonald, James F., The Braden Preserving Co., 417 Market Street.

Milne & Co., Walter O., Wool Dealers, 621 Monadnock Building.

Pacific Rice Courier, 820 Chronicle Building.

Schwabacher & Co., Investment Securities, 433 California Street.

Splivalo, R. B., Grain and Grain Products, 823 Merchants Exchange Building.

Sweeney & Dentz, Automobile Machinists, 625 Franklin Street.

Thomas, R. L., Pacific Coast Mgr. American Exporter, 16 California Street.

Watts Electric Co., Electric Contractor, Dealers, 133 4th Street.

Western Pacific Asiatic Co., Importers, Exporters and Brokers, 112 Market Street.

Western Pacific Trading Co., Importers and Exporters, 24 California Street.

Wolden Worcester, Inc., Socket Wrenches for Automobiles, etc., Call Building.

Paul I. Fagan & Co., Import and Export, Merchants Exchange Building.

H. F. Gittings, Traffic Expert, 319 Hobart Building.

Master Refining Co., Oil Refining, Hobart Building.

Science Film Corp., Flood Building.

Frank I. Towle, Log Cabin Syrup Products, Hobart Building.

GOVERNMENT SUPPLIES FOR SALE

The Material Disposal Section of the Air Service, located at 504 Postal Telegraph Building, this city, has announced, through bulletins, that a large quantity of machine tools (new and used) are available for sale and will be disposed of to the highest bidders.

The Air Service is also receiving bids for steel drums, babbitt metal, solder, rope, mica, strap iron, chemicals, aeroplane and balloon cloth (suitable for the manufacture of waists and summer dresses) and a number of leather straps with buckles.

The District Sales Representative states that he has found a very good market on this coast for machine tools, although he has had to combat the general belief that there would be a decided drop in the prices of this class of equipment. These tools are being rapidly disposed of, as they are standard make and equipment.

PLACEMENT BUREAU

DISCHARGED SOLDIERS AND SAILORS

161. Discharged A. E. F. man, age 25, expert in Central American trade and shipping, talking fluent Spanish and French, would take position with import and export firm here or abroad. Best local references.

162. Discharged soldier desires position as bookkeeper. Can furnish first-class references. Has had seven years experience with local firms.

163. A young man with one year experience as salesman would like position in some local house. Can give best of references.

164. Young man, age 27 years, with college education, recently discharged from Army after nine months service in France. Five years experience with manufacturer of building materials, have an acquaintance with architects and building contractors, also knowledge of drafting; qualified as salesman or purchasing agent; desires position in similar lines or with import and export firm. Best of references as to integrity and commercial ability.

165. Secretary-stenographer, just discharged, desires position with future, capable of handling correspondence. References.

166. Young man recently returned from overseas service, and college graduate who has had legal training desires an opening in San Francisco, that offers an opportunity for advancement.

167. Discharged Army officer, 12 year service in Army, two years as officer, desires position with opportunity to qualify for executive position. Commanded battalion of 2,700 man. Five years railroad office experience, freight and passenger, selling tickets, billing freight and cashier. Have good general knowledge of accounting.

168. Young man 25 years of age, experienced in clerical line and some selling experience. Four years outside, and three years as member of firm, recently discharged from Navy. Understands bookkeeping, typewriting, correspondence and general office work.

169. Bookkeeper, clerk desires position where there is advancement, recently released from the Navy. First-class references.

170. Clerical position with chance for advancement. Bank, insurance and accounting experience.

171. Discharged soldier desires position with hardware or electrical concern. Have had three years in college of commerce of Stanford University, and am fitted to do office or clerical as well as hardware and electrical work. Good references.

GENERAL APPLICATIONS

1412. Experienced factory cost accountant and systematizer. Best local references. Salary open.

1413. Young man highly educated, with general office work and some importing and exporting experience desires position with reliable concern engaged in foreign trade. Speak and write Spanish fluently.

1414. Collection correspondent, also bookkeeping and general office man, wants position. Fully experienced. A1 references.

1415. Electrical-mechanical engineer will be open for position July 1st. Technical graduate. Twelve years experience construction and sales work. Age 37.

1416. Competent man, five years experience in accounting. No bad habits. Best of references. Lumber and powder business experience.

SPECIAL NOTICE

Wanted man of business ability with $10,000 to invest in manufacture and marketing of a new food product. Write or call 84 Clay Street, San Francisco.

AMERICANIZATION SHOULD CHANGE FIGURES IN FOLLOWING TABLES

In connection with its Americanization program the Department of the Interior has recently issued some data showing the number of foreign born in this country unable to speak English at the time of the taking of the 1910 census.

The various Americanization efforts throughout the country, it is hoped, will have changed the situation materially by the time the 1920 census is taken.

	City	Number of foreign born 10 years and over unable to speak English.	Percentage unable to speak English of total foreign born 10 years and over.
1.	Jacksonville	100	4.1
2.	Charleston, S. C.	99	4.2
3.	Washington, D. C.	1,349	5.7
4.	Atlanta	252	5.9
5.	Seattle	3,879	6.5
6.	Denver	2,794	7.3
7.	San Francisco	9,537	7.4
8.	Louisville	1,422	8.3
9.	Salt Lake City	1,546	8.4
10.	Memphis	555	8.8
11.	Minneapolis	8,262	9.8
12.	Portland, Ore.	4,200	9.9
13.	Boston	25,312	10.8
14.	Kansas City, Mo.	2,677	10.9
15.	St. Paul	6,122	11.1
16.	New Orleans	3,320	12.3
17.	Los Angeles	7,491	12.8
18.	Springfield, Ill.	878	13.1
19.	Omaha	3,920	14.9
20.	New Haven	7,043	17.0
21.	Cincinnati	9,561	17.3
22.	Baltimore	13,035	17.5
23.	Indianapolis	3,441	17.7
24.	St. Louis	22,760	18.6
25.	Philadelphia	68,288	18.7
26.	Providence	14,644	19.8
27.	Birmingham	1,094	19.9
28.	New York City	421,951	22.7
29.	Scranton	7,770	22.8
30.	Newark	25,285	23.8
31.	Chicago	184,884	24.4
32.	Detroit	38,038	25.2
33.	Buffalo	30,826	26.8
34.	Pittsburgh	38,047	27.8
35.	Cleveland	59,127	31.4
36.	Milwaukee	38,302	35.4

STATE-WIDE WELCOME HOME CELEBRATION

The State Committee on Readjustment has received and tabulated the vote of the various communities throughout California as to a special day for the State-wide "Welcome Home" celebration for our returned service men, and has decided upon September 9th, the day upon which California was admitted to the Union, as being a fitting day for welcoming her hero sons.

The original day earlier in the year having been postponed upon the suggestion of the State Committee, Governor William D. Stephens has intimated his intention of declaring by proclamation September 9th as the official "Welcome Home Day" for California.

SOUTHERN CALIFORNIA REPRESENTATIVE

Salesman, resident of Los Angeles, and widely acquainted throughout Southern California, desires to get in touch with San Francisco manufacturer or firm, desiring such representation. Young man with broad, practical, thorough business and selling experience. Capable of adapting self to any line. Can furnish numberless references regarding character and ability. Now in San Francisco.

SAN FRANCISCO DISTRICT FREIGHT TRAFFIC COMMITTEE—DOCKETS

Docket 203—Cancellation of various less than carload commodity rates between Sacramento River landings. Application withdrawn—docket cancelled.

Docket 614—Rubber hose, carloads, from San Francisco to Detroit. Application withdrawn—docket cancelled.

Docket 1620—(Hearing 2 P. M., June 19th)—Milk bottles, carloads, for export. Proposal to reduce rate, Clarksburg, West Va., to Pacific Coast ports, from $1.19 to 64½ cents per 100 lbs., minimum weight 40,000 lbs.

Docket 1622—(Hearing 3 P. M., June 19th)—Diversion or reconsignment rules, carloads. Proposal to cancel Item 160 of Western Pacific Tariff 16-D and Item 10 of Western Pacific Circular 389, Rule 5 of said circular to apply.

Docket 1630—(Hearing 11 A. M., June 24th)—Rice, carloads, from San Francisco and Sacramento to Fresno. Proposal to reduce rate from 39 cents to 31 cents per 100 lbs.

Docket 1635—(Hearing 2:30 P. M., June 24th)—Sulphuric acid, carloads. Proposal to cancel commodity rate from San Francisco to Gila, Arizona, allowing 4th class rate to apply.

Docket 1637—(Hearing 3 P. M., June 24th)—Canned fruit and vegetables, carloads. Proposal to reduce rates between San Jose, Santa Clara and San Francisco to 6½ cents per 100 lbs.

Docket 1642—(Hearing 10 A. M., July 1st)—Apricot and peach pits, carloads and less carloads. Proposal to reduce rates between stations in California located on the S. P. R. R., A. T. & S. F. R. R., W. P. R. R., and Tidewater Southern R. R.

Docket 1643—(Hearing 10:15 A. M., July 1st)—High explosives, caps and fuse, carloads. Proposal to reduce rates from San Francisco to Christmas and Amster, Arizona.

Docket 1645—(Hearing 10:45 A. M., July 1st)—Packing house products, less carloads, loaded in carload shipments with packing house products for Sacramento, when shipments originate at San Francisco and South San Francisco. Petitioners request inauguration of above service.

Docket 1649—(Hearing 2 P. M., July 1st)—Paper, (fruit wrapping), unprinted, carloads. Proposal to reduce rates from California terminals and intermediates to Jacksonville, Sanford and Eastport, Fla.

Docket 1272—Volcanic ash, in packages or in bulk, carloads, from California points to Eastern points. Cancelled.

Docket 1511—Strawboard (corrugated), carloads, from Eastern points to California terminals and intermediates. Cancelled.

Docket 1029—Seat cushions and seat back cushions (self-propelling vehicles), from Eastern points to Pacific Coast terminals and intermediates. Cancelled.

Docket 208—Minimum weight, coal, carloads. Cancelled.

Docket 1651—(Hearing 2:30 P. M., July 1st)—Potato flour, potato starch and tapioca, imported, carloads. Proposal to permit refining in transit at Chicago, to enable applicants to convert potato flour and starch into dextrine when destined to stations beyond.

Docket 1652—(Hearing 2:45 P. M., July 1st)—Waste cotton, viz: Cotton thread waste, carloads, (import), from Pacific Coast ports to Cincinnati, Ohio. Proposal to reduce rate from $2.69 to 75 cents per 100 lbs.

Docket 1653—(Hearing 3 P. M., July 1st)—Cork, tile, without binder, carloads. Proposal to reduce rates from Eastern points to California terminals and intermediates.

Docket 1655—(Hearing 3:30 P. M., July 1st)—High explosives, carloads and less. Proposal to establish rates from San Francisco Bay shipping points to Southern California points, based on the first and double first-class rates in effect; also to establish rates to points on the A. T. & S. F. from Southern Pacific producing points on basis of rates as in effect from Herpoco on the A. T. & S. F. R. R., thereby placing San Francisco Bay producing points on a parity.

Docket 1656—(Hearing 3:45 P. M., July 1st)—Canned goods, carload. Proposal to reduce rate, Smithfield, Utah, to San Francisco.

Docket 1657—(Hearing 4 P. M., July 1st)—Cement, carload. Proposal to establish rates from Cement, Cowell and Napa Junction, Cal. to points on the Northwestern Pacific where through commodity rates are not in effect.

HEARING ON PROPOSED RATES ON LUMBER ETC.

The Traffic Bureau has a letter from Mr. W. G. Barnwell, Chairman of the San Francisco District Freight Traffic Committee, from which the following is published for the information of members:

"For the purpose of ascertaining views of interested shippers with respect to proposed changes in rates, rules and regulations on lumber, shingles, and other forest products, from Pacific Coast territory to Eastern points as set forth in proof of proposed Transcontinental Freight Bureau Eastbound Tariff No. 32-A, a conference will be held in Room 1, Mezzanine Floor, St. Francis Hotel, San Francisco, on Wednesday, June 25th, at 10 o'clock A. M."

WOMEN'S LEAGUE TO HOLD IMPORTANT LUNCHEON

Reservation for the club dinner at the National League for Woman's Service Membership Club next Monday evening should be made with the Club Secretary in advance if possible, as the accommodations are limited. This dinner promises to bring together one of the largest gatherings in the League Club, as Miss Beth Livermore, the speaker of the evening, has a host of friends who are interested in hearing her.

Miss Livermore, the Secretary of the Consumer's Cooperative League of San Francisco, will speak on "Cooperative Ownership Abroad," a subject she has made an extensive study of, and will have many interesting facts on this movement to relate.

RAILROAD ADMINISTRATION PLANS NO ACCIDENT WEEK

By the afternoon of June 21st, approximately three hundred and five thousand (305,000) railroad men in the Central Western Region will have signed a pledge to go seven days, if possible without sustaining a personal injury.

The week beginning June 22nd has been designated by the Regional Director of Railroads as "NO ACCIDENT WEEK" and according to a statement issued today by Mr. H. A. Adams, Regional Supervisor of Safety of the Central Western Region, the lines under his jurisdiction approximately total fifty-two thousand (52,000) miles, with three hundred and five thousand (305,000) men and women on the payrolls.

Back of this army of industrial workers who have decided to eliminate personal injuries are four hundred (400) Safety Committees, composed of both officers and employees, working under regulations prescribed by the United States Railroad Administration.

IMPORTANT MEETING OF MEMBERS OF THE SOUTH PACIFIC MILLERS' ASSOCIATION

The annual meeting of the members of The South Pacific Millers' Association will take place on *Friday, June 27, 1919* in Assembly Room 237, Merchants' Exchange Building, 465 California Street, San Francisco and it is most important that every member of this organization attend this all day session.

BUSINESS WANTS

SALT—Stevenson Corporation, 120 Broadway, New York City, is in the market for table, common fine, common coarse and packers salt.

WHOLESALE BAKERS—John L. Bray, Hotel Kenmore, Albany, New York, wishes to get in touch with wholesale bakers in this city.

GIBSON MILL—Howard L. Eckloff, Tonopah, Nevada, is in the market for a Gibson Mill.

SHIP CHANDLERS—Wm. Muller, Shafter, Cal., desires to communicate with ship chandlers in San Francisco.

NITRATE OF SODA—B. E. Cress, Tehachapi, Cal., is in the market for nitrate of soda for fertilizer.

RICE—Herbert S. Hiller, 833 Union Street, New Orleans, La., is in the market for rice in large quantities.

SPICE MILLS—R. H. Oliver, Douglas and Humboldt Streets, Victoria, B. C., is in the market for secondhand chocolate, cocoa and spice grinding mills.

HIGH SPEED AND TOOL STEEL—Le Moyne Steel Co., 906 Park Building, Pittsburgh, Pa., manufacturers of high-speed and tool steels of all kinds, is looking for a representative in this city to handle their lines in California and foreign countries. Interested parties may communicate with Pittsburgh direct.

BILLIARD SUPPLIES—Wm. C. Hodges, Jr., 1104 Coronado Terrace, Los Angeles, Cal., is in the market for billiard parlor supplies.

FILM COMPANIES—B. G. Mason, Box 701, Sweetwater, Texas, desires to get in touch with film companies in this city.

BEVEL SIDING—V. D. Mahoney, c/o Hotel Statler, Cleveland, Ohio, is in the market for bevel siding.

BRICK, TILE AND BUILDING MATERIAL—J. H. Bridges, Marshfield, Ore., is in the market for brick, tile and other building materials.

STRAW HELMETS—A. M. Reinders, Areadia, Texas, is in the market for straw helmets.

BRUSH STOCK—H. Simmonds, 427 S. Cowley Street, Spokane, Wash., is in the market for bristles and hair to be used in making brushes.

RUBBER FISH—Oliver Bros., 71 Murray Street, New York City, are in the market for rubber fish such as are used in running races at bathing beaches.

HOPS—Kuhara Trading Co., Kohn Building, San Francisco desires to get in touch with dealers in hops.

UNIFORMS—Mitchell-Gillett Dry Goods Co., Marfa, Texas, is in the market for khaki uniforms.

RICE PUFF MACHINES—V. V. Hedges, Box 454, Schulenburg, Texas, is in the market for rice puff machines.

JAPANESE GOODS—The China Palace, 200 W. Overland Street, El Paso, Texas, is in the market for Japanese crockery, toys and enamelware.

NUTS AND NUT MEATS—W. E. Harmon & Co., The Bungalow, Bozeman, Ariz., is in the market for nuts and nut meats.

GOVERNMENT BIDS

Proposals will be received by the Material Disposal Section of the Air Service, Postal Telegraph Building, for the sale of airplane balloon cloth.

Bids will be opened by the Alaskan Engineering Commission, 422 Bell St. Terminal, Seattle, Wash., on June 26th for groceries, provisions, butter, flour, cereals, cheese, extracts, spices, evaporated fruits, preserves and gum.

Proposals will be received by the Zone General Supply Depot at Fort Mason for the sale of Government-owned canned meats and bacon.

Proposals will be received by the Zone Supply Officer, Surplus Property Division, Fort Mason, for the sale of 34,425 cases of Government owned jams.

Details and specifications are on file in the Exchange Hall of the Chamber of Commerce.

THE NAME "CHAMBER OF COMMERCE"

During the past four years a considerable number of commercial organizations have changed their names to Chamber of Commerce. The reason for this is evident. The title Chamber of Commerce has a quite definite meaning, especially in foreign countries, and, as we are going very greatly to extend our foreign trade, it seems well for commercial organizations to assume a title that is accepted as standard abroad.

In Europe, and more particularly, perhaps, in Japan and China, Chamber of Commerce is a title that commands respect and has a definite meaning. Correspondence written on letter heads bearing some other title does not command the attention that it would if the title on the letter head were Chamber of Commerce. This has been one of the reasons that has led to the change. Another reason is that were so many different titles are used by commercial organizations there is bound to be confusion as to the exact function of an organization bearing some title other than Chamber of Commerce. While there are a few Chambers of Commerce that are not commercial organizations in the strict sense, the number of such is very small. More than ninety-five per cent of Chambers of Commerce in the United States are commercial organizations.

The Chamber of Commerce of the United States has just made a study of the titles used by 641 commercial organizations that are devoted to community work and find that 406 of these are under the name of Chamber of Commerce. Commercial Clubs come second, there being 90 of these, and there are 58 Boards of Trade. Fourth in the list are Boards of Commerce, of which there are 24. There are 17 Associations of Commerce, 12 Commercial Associations, 10 Business Men's Associations, 4 Civic and Commerce Associations, 3 Business Men's Clubs, 3 Commerce Clubs, 2 each of Merchants and Manufacturers Associations, Merchant's Associations and Civic Clubs, and one each with such titles as Business Men's League, Bureau of Business Affairs, Association of Public and Business Affairs, Commercial Exchange, Industrial Club, Community Association, Community Club, and Community League.

CHURCHES TO ENCOURAGE THRIFT

Sunday, June 22nd, will be observed as Thrift Sunday in the churches of the nation. Appeals by the United States Treasury Department for co-operation by the churches in making habits of real thrift and the thoughtful and intelligent use of money a part of the national habits and activities of the American people have met with immediate response and thousands of clergymen will make Thrift the subject of their sermons on that day.

A statement by Carter Glass, Secretary of the Treasury, outlining the purpose and scope of the National Thrift Campaign will be read from the pulpits. This statement will make clear that the raising of money by the sale of Thrift Stamps and War Savings Stamps is not the sole object of the Treasury's campaign but that the Government is actuated by the desire to afford the citizens of the country an opportunity to invest their savings safely and carefully and at the same time gain an increased participation in the Government.

Buy W. S. S.

REPRESENTATION OR AGENCY WANTED

Dried and canned fruit—American National Commercial Corporation, of 29 Broadway, New York City and 79 West Monroe Street, Chicago, desires to secure accounts or represent California packers of dried and canned fruits, canned salmon and wholesale dealers in peas and beans in Central and Eastern markets. Representative now in San Francisco for few days at 510 Battery Street, Room 207, Phone Garfield 864.

Knight-Counihan Printing Co.

SAN FRANCISCO
CHAMBER OF COMMERCE ACTIVITIES

CALIFORNIA'S HIGHWAYS ARE SUPREME IN THE NATION

We must not fail in our leadership—**"VOTE YES"** *for the* **Forty Million Dollar Bond Issue on July First**

~ READ THE REASONS ON PAGE 223 ~

olume 6 | The Commercial, Financial, Industrial and Governmental Metropolis of the Pacific Coast | Number 26

Every Thursday —— June 26, 1919

Commercial Club Hosts to Chamber of Commerce at Successful Luncheon

Chamber's Officials Inform Members of Work and Future Possibilities

On Tuesday last, the San Francisco Commercial Club entertained the newly elected President and Board of Directors of the Chamber at luncheon in the rooms of the Club. The meeting was open and informal, and all members of the Commercial Club and Chamber of Commerce were asked to participate.

Frederick S. Whitton, President of the Commercial Club, in introducing Mr. Atholl McBean, the Chamber's new President, turned his organization over to the Chamber for the day and asked Mr. McBean to assume the chairmanship of the meeting.

Mr. McBean, in addressing the assembled guests, spoke briefly of the many problems which had been successfully taken care of by the Chamber during the past years and stated that he had the greatest confidence in the future of the Chamber; that while he and most of the balance of the Board are new to the work, he felt that a wonderful organization had been built up, which would offer exceptional opportunity for the new board to carry on and meet the new tasks which become a part of the work of a chamber of commerce.

Mr. McBean said to the members: "This Chamber does not only represent the membership, which is six thousand —very large and healthy—but it represents the entire community. We ought to have your confidence so that you will help us to solve the problems. That will help not only the Chamber, but the community—the laboring class and all of us. Let us work together on this big thing * * *. It has been said and published that it was my intention to reorganize the Chamber of Commerce. I want to say, gentlemen, that that was the last thing I had in mind. We have a wonderful Chamber of Commerce and the further I have gone into it, the more I have seen that is beneficial to the community.* * * * But we are now getting into post-war conditions and we have got to meet that situation. It is with that in mind that we have every intention of building the Chamber so that it will take care of the problems that are arising today—problems which are entirely different from those which existed three or four years ago. There has got to be a closer cooperation between capital and labor. We have got to work together. We have got to make them see our side of it and we want to see theirs a little more closely."

In closing, Mr. McBean eulogized Mr. Koster who has just retired as President of the Chamber after giving practically all of his time for three years to its work.

Mr. George C. Boardman, Vice-President of the Chamber, gave an interesting account of the war work of the Chamber. He detailed the various activities by means of which we

"INVEST A DOLLAR IN AMERICAN BOYHOOD TO BUILD AMERICAN MANHOOD"

The Boy Scouts of America Campaign for Associate Members will be concluded on Saturday, June 28th.

The opportunity is given to every citizen of San Francisco to become an Associate Member of the National Council upon payment of $1.00 or more.

No movement in our country today promises more for the development of true American citizenship than does the Boy Scout program.

As Chairman of the Citizens Committee serving under appointment from Mr. W. G. McAdoo I earnestly request all San Francisco men and women to enroll in this movement.

Checks are made payable to Chas. W. Fay, Treasurer, and mailed to Headquarters, 104 Sutter Street.

W. W. Morrow, Chairman,
Citizen's Committee

aided the Government during the war and stated that some of the organizations, which had been built up during that period, particularly the Resources and Conversion Section of the War Industries Board, with Mr. Koster as District Representative, had been of immense benefit to the Chamber and the information and industrial data compiled in the interests of the Government were now available for use in the Chamber. Mr. Boardman told concisely of the various aids given to the Red Cross, Liberty Loan, War Savings Stamp and other war organizations and stated that while, no doubt, this had necessitated to an extent some neglect of local problems, the organization was now better fitted to carry on its new and important work.

Following Mr. Boardman, Robert Newton Lynch, Vice-President and Manager, gave some significant facts regarding the attitude of the Board of Directors. He stated that it was the purpose and desire of the entire Board to get into the closest possible contact with the membership; that the Chamber should be made responsive to the will of the membership. He pointed out the difficulty of interesting people in matters with which they have no immediate contact. He said "Some of our members have been too ready, too willing to give of their money and then to complacently feel that the various persons representatively charged with the obligation would fulfill their duties, and to take it for granted that the Chamber would be efficient, their total contribution being merely the money they put in."

Mr. Lynch further voiced the sentiment that constructive criticism was wholly desirable; that the Board of Directors would welcome expression in any critical way provided the members would be willing to put their names down at the bottom of the communications and then be willing to come in and sit down with the Board and give the benefit of their counsel to the Board.

That the best brains of the community are available to the Chamber through such close associations could not help but be true, was pointed out by Mr. Lynch and the amount of civic work accomplished is exactly proportionate to the amount of intelligent support that is given by each individual member.

"The thing that we are proud to have and which can be increased is the loyal support of the membership backed with intelligent criticism; and it is with this spirit, as I understand it, as Manager of the Chamber of Commerce, that we desire to go forward in realizing very rapidly the the tremendous future that optimistically confronts this great world force."

All of the speakers at the meeting spoke of the important work being accomplished by the various departments of the Chamber, and stated that the industrial development of the community would have the particular attention of the organization; that emphasis would be placed upon the importance of this work to the city.

Our relation to the interior of the State, as well as to the nation and the world, was also pointed out, and a program of cultivation of other localities and cooperation with them in mutual affairs was laid down.

The power and resources of the Chamber are to be utilized, as in the past, to keep San Francisco to the forefront in all matters and the reputation of the Chamber as one of the strong, outstanding organizations of the country will be treasured and maintained.

MONEY MARKET

According to Dun's latest report, demand for investment bonds continue very good, all the dealers reporting on conditions favorably. Banks are preparing for the fruit season demand, but are supplying customers' needs readily, rates averaging 5½ to 6%.

BOARD OF DIRECTORS ACT ON IMPORTANT MATTERS

At the last regular meeting of the Board of Directors of the Chamber, resolutions were adopted endorsing the following subjects:

The forty million dollar bond issue to be voted on July 1st.

Provision of a national budget system.

The latter resolution appears below:

WHEREAS, the San Francisco Chamber of Commerce in its vote on Referendum No. 1 of the Chamber of Commerce of the United States went on record in favor of the adoption of a national budget system by Congress, and

WHEREAS, the vast increase in government expenditure due to the war has given rise to a heavy burden of taxation upon the people of the United States, and to Government borrowing from the people to an extent hitherto unknown and never anticipated, and,

WHEREAS, this increase in taxation and Government loans has naturally and reasonably led to a demand on the part of the people for a budget system in raising and appropriating moneys which shall intelligibly present to the people the purposes for which and the methods by which these moneys are raised and expended: Now, therefore, be it

RESOLVED, That the San Francisco Chamber of Commerce urges Congress to take the necessary steps to provide for a national budget system as soon as possible and that the California Senators and Representatives in Congress are requested to lend their active support to such a movement.

THREE CENT STAMPED ENVELOPES SHOULD BE REDEEMED

The attention of postal patrons is called to the recent law passed by Congress, whereby, effective July 1, 1919, the former 2 cent rate of postage on all domestic letter mail and the 1 cent rate on post cards will be restored.

Postmaster Fay has expressed his appreciation of the cooperation displayed by patrons of the postal service in tying their city mail in accordance with the wishes of the post office, and notwithstanding the fact that there has been a slight falling off of late in the amount of mail so tied, he urges that patrons continue this practice, as on account of anticipated increased mailings, the necessity for tying up city mail will be even more essential than in the past.

A supply of labels may be secured from any of the regular stations of the post office.

When the former two-cent rate of postage on first-class mail is restored on July 1, 1919, three-cent stamped envelopes and two-cent postal cards may be redeemed for their full stamp and stock value. Three-cent stamps, however, will not be redeemed as these will be available for use on mail of all classes. The month of July will be devoted to the redemption of these envelopes and postal cards, July 31st being the last day on which the stock may be turned in for new stock.

FORTY MILLION DOLLAR BOND ISSUE WILL STIMULATE STATE BUSINESS

Good Roads Mean Good Jobs for Thousands of Men
Everyone Must Vote July First for This Most Important Project

Next Tuesday there comes before the voters of the State the opportunity to approve the $40,000,000 Good Roads Bond Issue which contemplates the completion of California's highway system.

The Chamber of Commerce of San Francisco has not only financially supported the Campaign, but represented by Mr. Adolph Mack, a member of the Campaign Advisory Council and the San Francisco County Campaign Committee, has worked actively in support of the measure.

Approval of the Bond Act which was passed by the last Legislature and signed by Governor Stephens means better roads, better business and better times for every businessman and worker in the State. It means no more, and no less, than the immediate establishment of a $40,000,000 industry, employing thousands of men and requiring millions of dollars worth of materials.

It means further—no army of unemployed and less I. W. W.'ism. It means that not one of our returning service men will have to compete for a job. It means that every industry in the State and every business will be stimulated.

Adjutant-General J. J. Borree, who is also Chairman of the State Committee on Readjustment says that the title of the bill ought to be "Roadism instead of Bolshevism."

Governor William D. Stephens, who from the first has been a strong supporter of the measure, says that not only are the roads greatly needed which are to be built under it, but that it will prevent social unrest due to lack of employment. He has urged every voter in the State to get behind the measure.

Virtually every Chamber of Commerce, Board of Supervisors and City Council in northern California has endorsed the Bond Act. Several counties following the lead of San Francisco have aided in the campaign financially. Others said they were willing, but their charters prevented them.

Opinion throughout northern California seems to be one in favor of the Bonds, yet this very unanimity of opinion carries with it a chance of defeat at the polls. It is always the fellow who is against a thing who takes the trouble to get out and vote. It is, therefore, incumbent upon every member of the San Francisco Chamber of Commerce and upon every member of every Chamber of Commerce in the State of California to make it a point to get to the polls July 1st and vote "YES."

Upon San Francisco and Alameda Counties especially lies the burden of assuring the success of the Bond Issue, for here are the centers of population. Both Counties are to be benefited under the contemplated work to be done with the proceeds of the Bond Issue, not by roads actually constructed in either County, but by roads which will prove gateways to and from these Counties.

The San Francisco Campaign Committee, headed by Percy E. Towne, has as its object getting to the polls the 180,000 registered voters of San Francisco. As the first step to this end at a meeting attended by our Highway Committee Chairman, Mr. Mack, and presided over by Mr. Towne, it was decided to circularize every organization in San Francisco, asking each organization in turn to circularize its members.

As for California's Highway System as it is now and as it will be after the people approve these bonds, we have at present something like 2,860 miles of completed highway. When the Bond Issue is approved, and the work contemplated under it is finished, we will have 4,500 miles of completed highway. We will have two main arteries running from Mexico to Oregon and criss-crossed at intervals of from seventy-five to one hundred miles by laterals. It will be possible to travel from Mexico to Oregon on smooth surfaced concrete all the way. There will be eight lateral connections with Nevada roads, Two gateways into California from Oregon, and three gateways from Arizona into the State. What this means to interstate traffic with our neighbors can be left to even a slow imagination.

A look at the map of the proposed highway system will readily show the vital military value of these roads. Virtually from every point and port of debarkation on the Coast a lateral reaches back to the main arteries of the system, making it possible to transport troops to any point readily in case of an attempt of hostile invasion.

The Chamber of Commerce of San Francisco calls upon everyone of its members and its sympathizers, and upon every loyal Californian to make it his or her personal duty to go to the polls July 1st and vote "YES" for the Good Roads Bond Issue.

GOVERNMENT BIDS

Bids will be opened by the Zone General Supply Depot at Fort Mason on July 7th for smithing coal, bituminous lump and run-of-mine coal.

Proposals will be received by Material Disposal Section, Air Service, Postal Telegraph Building, San Francisco, for the sale of Government-owned machine tools and fixtures.

Bids will be opened by the Zone General Supply Depot at Fort Mason on June 25th for smithing coal.

Bids will be opened at the Zone General Supply Depot at Fort Mason on June 30th for approximately 20,000 to 25,000 tons good run-of-mine bituminous coal.

Proposals will be received by the War Department, Zone Supply Depot, Surplus Property Division, Fort Mason, for the sale of Government-owned barb wire and machine tools.

Bids will be opened at the Zone General Supply Depot at Fort Mason on June 28th for oak lumber and sheet brass.

Bids will be opened by the Alaskan Engineering Commission, 422 Bell St. Terminal, Seattle, Wash., on July 1st for shiplap, car wheels, rails and fittings, oils and greases.

Proposals will be received by the Zone Supply Officer, Surplus Property Division, Fort Mason, for the sale of Government-owned new wool blankets.

Proposals will be received by the Material Disposal Section, Air Service, Postal Telegraph Building, San Francisco, for the sale of optical glass, oils and chemicals.

Details and specifications are on file in the Exchange Hall of the Chamber of Commerce.

BUSINESS ANNOUNCEMENTS

Announcement has been made that the name of the Australian Hardwood Lumber Company has been changed to Richards Hardwood Lumber Company in view of the fact that their line of goods now includes a large stock of American and other hardwoods in addition to the large amount of Australian woods which have been stocked for the last ten years. Mr. Richards, President of the old company, continues to be head of the new company. The address at 480-486 Brannan Street remains unchanged.

COFFEE ARRIVALS

The Green Coffee Association of the San Francisco Chamber of Commerce reports the following arrivals during the past week with coffee consigned to members:

June 15, 1919—S. S. Newport, 21,895 bags of coffee.

June 15, 1919—S. S. Billiton, 17,350 bags of coffee.

June 20, 1919—S. S. Westerner, 4,625 bags of coffee.

San Francisco Chamber of Commerce Activities

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For What You Want to Know —— Call KEARNY 112

STEAMSHIP SERVICE AND RATES TO EUROPE

The Chamber is just in receipt of information from the local office of the United States Shipping Board that there will be allocated for European Service such new steamers as may be available for moving particularly canned fish, milk and fruits, dried fruits, beans, rice, etc., from Pacific Coast ports, as rates per hundred pounds gross, as follows:

Direct Ports of Call, United Kingdom:

Canned Goods, Dried Beans	$1.80
Dried Fruit in Boxes, Fruit Kernels	2.00
Honey	2.10
Dried Fruits in sacks	2.40

To direct French Atlantic Ports, Antwerp and Rotterdam, 25 cents per hundred additional.

To Copenhagen and direct Scandinavian Ports, 50 cents per hundred additional.

Rates on other commodities will be announced later, as required.

The Shipping Board cannot at this time definitely name the steamers which will be performing this service. Steamers which are actually ready at the time the cargo requires movement will be allocated to the European service and it is expected that there will be sufficient tonnage availabe to take care of a large movement.

For Trans-Atlantic movement, the Shipping Board will have tonnage available, the present rate being $1.00 per hundred pounds on principal commodities including canned goods and dried fruits. Pacific Coast shippers, who may be required by their buyers to forward certain goods overland may be assured that steamer space under the American flag will be available from New York across the Atlantic.

OPPORTUNITY FOR REPRESENTATION IN ENGLAND

The Foreign Trade Department of the Chamber is in touch with a man who is about to leave for England to engage in business of commercial representative for the United Kingdom. California products will take all of his energies and he will not cater to other trade. Very anxious to get in touch with California exporters.

GOING TO THE ORIENT

The Chamber is in touch with representative of a New York house who will leave for Japan and the Orient during the latter part of July. This firm desires to be advised of any manufacturers who desire representation in those countries.

SCANDINAVIAN TERRITORY ADVERTISED

The International Commerce Intelligence Bureau of Goteborgden, Sweden, has advised the Foreign Trade Department of its availability for service, free of charge to any firm wishing to establish business connections with Sweden, Norway, Denmark and Finland. A publication entitled "Scandinavia Abroad" will also be sent free on request.

FOREIGN TRADE OPPORTUNITIES

3203. Paris, France. Party would like to communicate with exporters of California fruits, canned meats, chemicals or grains, with a view to representing them in France.

3204—Pasadena, Cal. Party desires to communicate with exporters in this city in a position to place aniline dyes before the Far Eastern trade.

3205. San Francisco, Cal. British firms are desirous of getting in touch with some reliable firms or individuals in San Francisco who would be willing to handle their manufactures, namely tobacco, pipes, bath brick, fertilizers, cattle foods, dog cakes, poultry foods, game foods, candies, sweets and confectionery, etc.

3206. Osaka, Japan. Firm desires to communicate with exporters of tin-plate, corrugated iron plate, lead, etc.

3207. Madras, India. Managing agents for two mining companies handling chrome, manganese and pyrolusite ores, desire to get in touch with interested merchants. Details and samples on file at this office.

3208. San Juan, Porto Rico. Firm is interested in securing the representation for Porto Rico of a California firm desiring to export to this market, rice, beans, peas, canned goods, pork and beef products, and other food products.

3209—Kobe, Japan. Japanese importers and exporters have recently opened a new department for ship's business with purpose of buying, selling, chartering steamers between Japan and other countries, and would like to communicate with interested merchants.

3210. Barcelona, Spain. Firm would like to communicate with exporters of belts, wire, iron tubes, machinery in general.

3211. Paris, France. Party would like to represent in France, exporters of hardware, cutlery, carpets, canned goods, preserves, fish, fruits, jam, etc.

SUPPLIES FOR INDIAN SERVICE

Bids will be opened by the Commissioner of Indian Affairs, 608 Howard Street, San Francisco, on July 16th for supplies for the Indian Service for the fiscal year ending June 30, 1920, including groceries, furniture, woodenware, enameled ware, glassware, lamps, harness, leather, shoe findings, saddlery tin and stamped ware, paints, oils, glass, hardware, iron, nails, plumber's and steam and gas fitter's tools and fittings.

Details and specifications are on file in the Exchange Hall of the Chamber of Commerce. Additional copies of the proposals may be obtained at the Indian Warehouse, 608 Howard Street.

DIRECTORY OF CANADIAN MANUFACTURERS

The Foreign Trade Department of the Chamber has received a copy of "British Industries," which is a compilation in various languages of Canadian firms and their products.

A copy of the next edition will be sent free of charge to any reliable firm, who will make a written request to the Publishers, The Atlas Record Co., Limited, Castle Building, Ottawa, Ontario.

LOWER CALIFORNIA BECOMING ORGANIZED

The Chamber is just in receipt of information of the establishment at the Port of Esenada, Lower California, of the Chamber of Commerce, Industry, Agriculture and Mines. This organization desires to cooperate with the San Francisco Chamber and merchants of this city.

MARINE DEPARTMENT

Steamer Eldorado bound from Hongkong to Cuba put into this port last week to discharge 350 tons of rice, after which the freighter proceeded on to her destination with a full cargo of oriental rice.

Steamer Newport arriving here last week from Central American ports brought among her cargo 21,895 bags coffee.

Union Construction Company has two hulls on their ways, which will be ready for launching shortly.

The Shipping Board Steamer Keketticut left here last week for England with a full cargo of flour, amounting to 8,364 tons.

The Japanese Steamer Taiyu Maru, under charter to the Trans-Oceanic will sail from this port for Vladivostok direct, latter part of this month.

Steamer Elizabeth arriving here last week from Coquille River points brought 111,100 pounds cheese consigned to local commission concerns.

Steamer Colombia arrived here last week from Oriental ports with 3,612 tons of general cargo aboard; some of the principal shipments consisted of 790 cases cigars, 2,215 bales hemp, 1,622 packages groceries, 1,879 tons cocoanut oil, 4,497 packages raw silk, 19,038 bags rice, 458 bales rubber, 7,125 packages Chinese merchandise and many other large shipments such as coffee, furs, pineapples, silk goods, tea, etc. 6,652 packages of freight goes to cities and ports beyond here for delivery. There was 351 packages U. S. Mail brought by the liner.

The Shipping Board Steamer Manada, under charter to Strauss & Co., sailed last week with a cargo of 51,343 centals barley, for U. K.

The Dutch Steamer Billiton arriving here last week from Java ports, brought 5,000 tons of sugar for J. D. Spreckels and Bros. Co.

Balfour, Guthrie & Co. announce that the Harrison Line Steamer Orator will load at London July 3rd, Glasgow 10th and Liverpool 11th for this city and Puget Sound and British Columbia ports.

Three lumber fixtures were announced latter part of last week for off shore carriage. Thos. Crowley's Bark Olympic was taken by J. J. Moore & Co. for a lump sum to load at San Francisco and Eureka for Melbourne or Adelaide. Robert Dollar Company's Barkentine Jane L. Stanford will load for owners account at Vancouver for Taku, and the Rolph Navigation Barkentine Conqueror will also load at British Columbia for Cape Town, the rate being 225/.

The Shipping Board steamer Kangi will load railroad ties on the Columbia River for discharge at a United Kingdom port. The vessel was chartered by Comyn, Mackall & Co., at the going rate of $45.

The Ship John Ena and the Barkentine City of Sydney are both fully due from Sydney, Australia, with cargoes of wheat for the U. S. Food Administration. With their arrival the importation of Australian wheat for government account will be brought to an end.

The Trans-Oceanic Company will have the Steamer Kofuku Maru leaving out last of this month for Yokohama and Kobe, also the Taiyu Maru is scheduled to get away during June. The Koyei Maru will be put on the berth for July sailing.

Taking freight only for Manila, Hongkong and Shanghai, the Pacific Mail S. S. Co. announce the sailing from this port in July of the Steamer West Kasson and the West Vaca on July 26th. They will be followed on September 1st by the West Sequana.

Advices received by the Marine Department, state that the China Mail Steamer Nanking, sailing from Vladivostok on June 15th with troops will proceed direct to San Diego, after coaling at Kobe, before calling here.

The arrival of the Pacific Mail Steamer City of Para from Balboa and Central American and Mexican ports, which was due last week, will be delayed until July 3rd, according to telegraphic information received here. The vessel will receive quick dispatch from this port, sailing early date in July.

The following passenger steamers will depart from this port during the month of July for Honolulu: Sachem July 1st, Sonoma July 8th, Manoa July 8th, Nanking July 17th, Anyo Maru July 17th, Lurline July 22nd and Venezuela July 26th.

The new Barkentine Rolph arrived in port last week in tow from Eureka to have her running gear, etc., completed, after which she will load cargo for the United Kingdom. This vessel was built at the Rolph Shipyard on Humboldt Bay, and was launched May 27th last.

The Standard Oil Company shipped two large cargoes of refined oil from this port to Calcutta, last week, on their tankers Tasculusa and Tecumseh. Their Steamer Uncas sailed with a full cargo for discharge at Shanghai and Hongkong.

The Pan-American Line Steamer Westerner, arriving in port on June 20th from Central American and Mexican ports, brought the following cargo for local merchants: 96 bars bullion valued at $132,600, 4,626 bags coffee, 864 bundles of salted pig skins, 125 sacks ore, 23 sacks concentrates, 129 cases salt fish, 40 cases honey and 177 packages merchandise.

TO SAN FRANCISCO FIRMS DESIRING FOREIGN CONNECTIONS

As recently announced the Foreign Trade Department intends to publish from time to time announcements of San Francisco firms who desire to make foreign connections. These lists will be sent to all the Consuls, Chambers of Commerce, etc., throughout the Far East, Australia, Philippines, etc. The first list is given below. Hereafter these lists will be sent out as a supplement to the Activities and will not accompany those which are sent to the membership.

Foreign Connections Desired

Electric Railway & Manufacturers Supply Co., 36-40 Second Street. Cable address "Ermsco." Interested in selling Electrical Supplies Wholesale.

M. Edelman Co., 1017 Howard Street. Cable address "Edel." Interested in selling Clothing and Shoes, other Merchandise.

Standard Gas Engine Co., Dennison and King Streets, Oakland, Cal. Cable address "Stangas." Interested in selling Heavy Duty Marine and Stationary Gasoline, Distillate or Kerosene Burning Engines.

Wm. Fisher & Co., 112 Market Street. Cable address "Fisherambo." Interested in selling Provisions, Paints and Oils, Chemical, Silks and Cottons.

Dill-Crosett, Inc., 235 Pine Street. Cable address "Dill-San Francisco." Interested in selling Foodstuffs, Aniline Dyes, Chemicals, Steel and Sundries. Interest in buying Foodstuffs, Egg Albumen and General Oriental Produce.

Wellman, Peck & Co., 311 Embarcadero. Cable address "Wellman." Interested in selling Foodstuffs, Canned Goods and Coffee. Interested in buying General Merchandise, Foodstuffs.

D. Edelstein, 340 Sansome Street. Cable address "Dedelstone." Interested in selling Chemicals, Drugs, Steel Products, Leather, Paper, Canned and Dried Fruits. Interested in buying Oils, Drugs, Colonial Products.

Chas. T. Stork & Co., Inc., 268 Market Street. Cable address "Chastorkco." Interested in selling all kinds of American merchandise. Interested in buying all Oriental products saleable in this country.

Rogers Shoe Company, 135-141 Bush Street. Cable address "Rogershoe." Interested in selling Shoes and Rubbers Wholesale, Shipments from Boston or San Francisco.

John Deere Plow Company, 651 Brannan Street. Cable address "Deere." Interested in selling Agricultural Implements and Tractors.

Myers & Schwartz, 75 New Montgomery Street. Cable address "Artwill." Interested in selling Electrical Supplies, Devices, and Appliances; Automobile Accessories. Interested in buying Novelties, Toys, etc.

CHARITIES ENDORSEMENT COMMITTEE

Warning

Rear Admiral J. L. Jayne, in command of the Twelfth Naval District, has issued the following warning to the public, from his headquarters in the Sheldon Building:

It has been brought to the attention of the commandant of the twelfth naval district that men in the uniform of enlisted persons in the navy are frequently seen on the streets soliciting alms or importuning citizens to buy songs or articles of little value for which liberal amounts are expected, practically amounting to donations. It is believed that nearly all of these men are frauds and are imposing on the sympathies of the public for the men who fought in the war with Germany.

It is requested that these headquarters be notified of all cases of begging or peddling where the naval uniform or any part of it is used, in order that they may be investigated. If the men involved are really in need, steps will be taken to relieve them, or if they are using the uniform fraudulently or illegally, suitable action will be taken to prosecute, in order that the honor of the uniform may be protected.

SPECIAL EDITIONS

Many inquiries are being made of the Charities Endorsement Committee, relative to appeals for donations under the guise of an advertisement in some special edition.

The Charities Endorsement Committee again quotes the Chamber of Commerce policy regarding such appeals.

NO ADVERTISEMENT SHOULD BE GIVEN AS A CONTRIBUTION

No advertisement should ever be given, unless the medium to be used can show it has an established value to the advertiser.

No legitimate advertising medium will accept donations, in lieu of advertising or subscriptions.

When in doubt regarding appeals, call up Kearny 112 and ask for the Charities Endorsement Committee.

FALL OF THE BASTILE, NATIONAL FRENCH CELEBRATION, JULY 14, 1919

The French colony of San Francisco will celebrate the anniversary of the Fall of the Bastile, Monday, July 14, 1919.

The celebration will include day and night proceedings at the Civic Auditorium.

The following gentlemen constitute the official committee in charge of the celebration:

Honorary President, Mr. J. Nelttner, Consul-General of France.

President, Mr. Raphael Weill.

First Vice-Presidents, Mr. Paul Verdier, Mr. Michel Weill.

Second Vice-Presidents, Mr. Pierre Ihos, Mr. J. Meillette.

Treasurer, Mr. Pierre Chanquet.

Secretary, Mr. G. Tessier.

Secretary on Finance, Mr. J. Andrieux.

All proceeds derived from the sale of tickets, programs and souvenirs will be turned over to the Consul-General of France for distribution among French War Relief Funds.

The official committee has advised the Chamber of Commerce that the programs have been donated by a member of the Committee and *no advertisements will be sought for the same.*

GRAIN TRADE MEETING TODAY

An important meeting of the members of the Grain Trade Association will be held *today at 2:30 P. M., Room 237, Merchants Exchange Building,* for the purpose of hearing a report from Mr. W. A. Starr, of the Food Administration Grain Corporation, on the Grain Conference which was recently held in New York with Federal Wheat Director Julius H. Barnes.

PLACEMENT BUREAU

DISCHARGED SOLDIERS AND SAILORS

172. Young Naval officer, relased, desires position with established firm operating in foreign markets. Speaks Spanish and some French. Has been in Mexico and Central America. Five years college work and some business experience. Age 25.

173. Recently released paymaster of the Navy desires position with firm offering opportunity. Salary no object.

174. Young man, 24 years of age, single, three years steamship and forwarding experience, just discharged from the Army desires position with steamship, shipping or import and export firm. Opportunity for advancement chief consideration. Best references can be given.

175. Young man, just discharged, desires positon, import, export or shipping firm. First-class references.

176. Discharged Navy man would like position as accountant.

177. Young man, 21 years of age, recently returning from overseas, would like position. Understands salesmanship and window trimming, also clerical work with export and import house. Best of references.

GENERAL APPLICATIONS

1417. Man of wide experience desires position as manager general merchandise, lumber, building material or kindred lines. Good bookkeeper and systematizer.

1418. Business man of wide experience in Europe and Asia. Knowledge of export and import business desires situation with manufacturing concern or export and import firm.

1419. Executive, college graduate with successful business record desires connection with reputable firm. Am 32 years of age, married, active, energetic and capable of filling position of responsibility. Experienced in selling, sales managing and purchasing. At present employed. Unquestionable references.

1420. Export manager on construction materials, age 36, successful domestic traveling salesman, college training and experience in charge important engineering work is open for engagement with reliable firm. Competent to take full charge of shipping, documenting and correspondence; speaks Spanish; excellent record and best of references; now employed locally in responsible capacity by nationally known corporation. Would like to connect with inland manufacturer desiring combination export and local salesmanager.

1421. A connection with import department wanted by high class specialty salesman, 12 years experience. Commission basis. Age 32, married.

LAST CALL ON BEHALF OF YOSEMITE HIGHWAY

Drive Must be Concluded This Week

Yosemite Valley Highway Association workers throughout California are planning a whirlwind finish to the campaign to raise $1,000,000 to guarantee the construction of a paved, year-round highway from Merced to El Portal, it was announced here today.

With more than half of the 200,000 five dollar certificates of motor vehicle admission to Yosemite National Park sold up to date, there is every reason to believe the drive can be concluded successfully during the week ending June 28th.

Chairman Spreckels today urged the 3,000 Yosemite Highway workers in the State to give all possible assistance in the $40,000,000 highway bond issue campaign. Without slackening their efforts to sell the $5 Yosemite admission certificates the workers will make it their business to get favorable votes to the polls on July 1st.

Highway enthusiasts point out that unless the $1,000,000 needed is raised through the sale of certificates, the construction of the scenic highway from Merced to Yosemite will be delayed indefinitely. The State Highway Commission cannot turn a shovel on the project until the $1,000,000 is at hand.

SAN FRANCISCO DISTRICT FREIGHT TRAFFIC COMMITTEE—DOCKETS

Docket 1658—(Hearing 10 A. M., July 2nd)—Engines, internal combustion and internal combustion engines and dynamos combined, mixed carloads. Proposal to establish mixed carload rates from Eastern points to California terminals and intermediates.

Docket 1660—(Hearing 10:30 A. M., July 2nd)—Paper boxes, carloads and less. Proposal to change description in Items 1445 and 3300 of Tariff 1-Q to conform to Western Classification description.

Docket 1663—(Hearing 11:15 A. M., July 2nd)—Pickles, preserves, table sauces, etc., carloads. Proposal to include above in carload mixture with canned fruits and vegetables, etc., from Portland, Oregon to San Francisco and Los Angeles.

Docket 1664—(Hearing 11:30 A. M., July 2nd)—Establishment of peddler car service on perishable freight in less than carloads, from Los Angeles to San Francisco and intermediate points via the Coast Division of the Southern Pacific R. R.

Docket 1665—(Hearing 2 P. M., July 2nd)—Heating and cooking apparatus, carloads, from Eastern points to California terminals and intermediate rate points. Proposal to consolidate Items 2680-B and 2690 of T. C. F. B. Tariff 1-Q, subject to rates and minimum named in Item 2680-B.

Docket 1670—(Hearing 3:15 P. M., July 2nd)—Manure ash. Proposal to cancel commodity rate from Minden, Nevada, to South San Francisco.

Docket 1094—Cancellation of rates on sulphuric acid, carloads, between various points in southern California on the A. T. & S. F. R. R., L. A. & S. L. R. R. and the Southern Pacific R. R. Docket cancelled.

Docket 1674—(Hearing 10 A. M., July 3rd)—Reduction in rate on lumber, shingles and other forest products, from San Francisco Bay points to Hilmar, Cal. Proposal to apply same rate as now in effect to Turlock or Newman, Cal.

Docket 1675—(Hearing 10:15 A. M., July 3rd)—Minimum carload weight on cantaloupes, from San Francisco to North Pacific Coast points in Items 1330 to 1360 of P. F. T. B. Tariff 50-B. Proposal to reduce same from 24,000 lbs. to 20,000 lbs.

Docket 1677—(Hearing 10:45 A. M., July 3rd)—Team track rental charge of State Belt Railroad at San Francisco. Proposal to discontinue absorption of $2.50 per car of the charge exacted.

Docket 1678—(Hearing 11 A. M., July 3rd)—Chifforobes, actual value not to exceed $20 each, carloads. Proposal to reduce rate, Bloomington, Indiana, to California terminals and intermediate rate points, from $3.15 to $2.00 per 100 lbs., minimum weight 20,000 lbs.

Docket 1684—(Hearing 2:45 P. M., July 3rd)—Steel building parts, carloads and less. Proposal to reduce rates, Youngstown, Ohio, to California terminals and intermediate points, to $2.75 less carloads, and $1.31½, carloads, minimum weight 40,000 lbs.

Docket 1685—(Hearing 3 P. M., July 3rd)—Lumber and its products, carloads. Proposal to reduce rates from Pacific Coast points to New England points.

Docket 1686—(Hearing 3:15 P. M., July 3rd)—Casings, galvanized iron, in mixed carloads, with furnaces, K. D.; radiator drums, etc. Proposal to reduce rate, Dowagiac, Michigan, to California terminals and intermediate points, from $2.25 to $1.62½ per 100 lbs.

Docket 1687—(Hearing 3:30 P. M., July 3rd)—Rice, paddy, carloads. Proposal to increase rate, Marysville to San Francisco, from 20½ cents to 22 cents per 100 lbs.

Docket 1688—(Hearing 3:45 P. M., July 3rd)—Iron, scrap, as described in Current Western Classification. Proposal to cancel commodity rate from San Francisco to Carson City, Virginia City, Nevada, and points between.

Docket 1689—(Hearing 4 P. M., July 3rd)—Minimum weight on scrap iron, carloads. Consideration to be given to question of establishing uniform minimum weight to be applied uniformly within San Francisco Freight Traffic Committee District.

Docket 1692—(Hearing 10:30 A. M., July 8th)—Insulating material (asbestos). Proposal to reduce rates from Eastern points to California terminals and intermediates.

Docket 1693—(Hearing 10:45 A. M., July 8th)—Lathing, carloads, (for export). Proposal to reduce rate, Cincinnati, Ohio, to Pacific Coast terminals, from $1.37½ to 90 cents per 100 lbs.

Docket 1694—(Hearing 11 A. M., July 8th)—Ship spars and ship booms. Proposal to reduce rate, Portland, Oregon, to San Francisco from 35 cents to 25 cents.

Docket 1695—(Hearing 11:15 A. M., July 8th)—Manure, carloads. Proposal to reduce rate, San Francisco to Sheldon, Cal., from 11½ cents to 6½ cents per 100 lbs.

Docket 1699—(Hearing 2:30 P. M., July 8th)—Brick, minimum carload weight. Consideration to be given to the question of establishing uniform minimum carload weight on brick between all shipping and receiving points.

Docket 1700—(Hearing 2:45 P. M., July 8th)—Sugar, minimum carload weight. Proposal to establish uniform minimum carload weight of 60,000 lbs. from Pacific Coast and Utah shipping points to points in Illinois, Iowa, Missouri, etc.

Docket 1701—(Hearing 3 P. M., July 8th)—Aluminum sheet, carloads. Proposal to reduce rates and increase minimum weight to 35,000 lbs., from Eastern points to Oakland, Cal.

Docket 1702—(Hearing 3:15 P. M., July 8th)—Green coffee, carloads. Proposal to reduce rates from New York and New Orleans to Pacific Coast ports.

Docket 1703—(Hearing 3:30 P. M., July 8th)—Cocoanut oil, carloads. Proposal to reduce rate, San Francisco to Eastern points, from $1.12½ to 90 cents per 100 lbs.

Docket 1704—(Hearing 3:45 P. M., July 8th)—Iron sash weights, carloads. Proposal to cancel rates between San Francisco and Los Angeles account no movement.

Docket 1705—(Hearing 4 P. M., July 8th)—Grain and articles taking grain rates, carloads. Prosposal to reduce rates from Willits, Adler Point, Dos Rios and for Seward, Cal. to San Francisco.

Docket 928—Petroleum crude oil, petroleum gas oil, etc. Cancelled.

NEW CARLOAD RATES ON EXPORT AND IMPORT FREIGHT

The Traffic Bureau of the San Francisco Chamber of Commerce announces that the United States Railroad Administration has authorized the publication of the following additional export and import carload rates to apply on traffic moving through Pacific Coast ports:

EXPORT RATES

Locomotive Tires	$ .60
Scrap Iron	.60
Roofing, Iron or Steel (asbestos covered)	.90
Pencil Slates	1.00
Automobiles Passenger	3.25
Automobiles Freight	2.75
Glass, Plate	1.10
Glass, Window	1.00
Glass, Mirror or Shock, not framed	1.35
Plumbing Materials	1.25

IMPORT RATES

Handles, wooden, lacquered	$3.00
Copra Cake and Copra Meal	.85
Button Agate or Porcelain	3.25
Nuts, Areca and Betel L. C. L. $2.00	1.25
Tables, Stands and Chairs	6.00
Hides, horse L. C. L. $2.50	1.62½
Canes, wooden or bamboo	3.00
Artificial Flowers	5.00
Paper Boxes	5.00
Philippine Mahogany to Group A points	.80

IMPORTANCE OF PROMPT ACTION TO SECURE FAR EASTERN TRADE POINTED OUT

In last week's issue of the Activities, there appeared a short item concerning a talk made by Phil Norton, Associate Director, Russian Division, Committee on Public Information before members of the Chamber of Commerce. On account of the great interest which his address aroused, there is printed below some further excerpts from his message to San Francisco merchants.

"The first feeling one has, on leaving Siberia after a year's residence, is one of vast relief; yet the fact remains that, out in that somewhat forbidding country, there lies the most remarkable opportunity for trade expansion that exists in the world today.

"But America must understand that she is either going out to the Far East today and seize preeminence in trade, or she is never going. If you are going to sit back, contented with the fact that you now have all the trade you can handle and totally oblivious to the fact that you probably won't have all you can handle twenty years from now, the other big nations are going to establish themselves so firmly out there that you will be too late when you knock at the door.

"Americans, so far as the Far East is concerned, is going about things in the wrong way. Even in the Philippines she is so neglecting her opportunities that she has already lost control of one big industry—the growth and production of hempen rope—and will lose others unless she is awakened to a sense of their importance.

"Do you realize that there is more British money than American in circulation in the Philippines today?"

"Perfect cooperation of American business men is necessary to consolidate and perfect the work already so well begun by Arthur Bullard and others in Siberia. Just now we are the favorite horse in this race for Far Eastern trade; but we are not going to win the race if we allow ourselves to be left at the post while the others, not so well fitted as ourselves, run the course.

"If you go into Siberia today for business you must not expect to start making money right from the jump. You must be prepared to spend years in building up your markets there, and you must send men there who are willing to adapt themselves to the methods of doing business in that land; not those who will try to force American business methods down the throats of the Far Eastern business men.

Of course, there are exceptions. A representative of the firm of W. R. Grace & Co. told me just before we left Vladivostok that his concern had trebled its business in Siberia since last February—but you cannot reasonably expect to equal that unique record.

"It is silly, asinine and dangerous to attempt to do business in the Far East through foreign representatives—men who are native to the country. You must send red-blooded Americans out there; men who will learn the language (which should take from four to eight years) and are content to grow up with the country.

"Should you attempt to secure living quarters in Vladivostok today you would probably have a hard time. The city is growing like a Nevada mining camp. In three years its population has increased from 90,000 to more than 200,000. The City of Omsk has grown from 200,000 to half a million. Your representatives must be prepared to endure a great deal of discomfort, especially for the next few years; but the rewards, if you exhibit average American intelligence and a degree of patience, will be commeasurate.

"I hardly see how the American business man can expect to do business in eastern Russia today on a money-exchange basis; it will be necessary, if you go after that trade, to accept either a barter or credit system, such as has been accepted by other nations striving for that business. You must also go there with the idea of doing business with the Russians; not with the idea of taking it away from them.

"Transportation is the great present-day problem in Siberia. The trans-Siberian railway system is a good one, but it is badly demoralized right now. However, American engineers are working on the problem and it is likely that they will have it solved very shortly.

"These cooperative societies were started by the trappers, then taken up by the farmers and now they have spread all over eastern Russia. They operate their own banks, each member holding one share of stock in such institutions and thus avoiding the possibility of one person securing control and operating the institution for private profit.

"Just before leaving Siberia I was advised that representatives of several of these large cooperative societies would shortly be sent to America with the idea of arranging credits for the construction in eastern Russia of branch plants, producing American agricultural machinery, etc., for sale to the members of the societies. These representatives should be encouraged to the utmost of our endeavor.

"Please remember that social conditions in Siberia are practically normal today. There are no Bolsheviki there—at least, if there are, they are keeping almighty quiet. But America has yet to convince the average Russian merchant or farmer that we are not a money-mad, barbaric race, seething with revolution and internecine strife—for that is the thought that has been sown throughout the length and breadth of Russia by the anti-American propagandists. We have to overcome with friendliness and fairness of dealing the effects of that insidious calumny.

"Thanks to Arthur Bullard, a splendid picture of America as it stands today is now being painted throughout Siberia by natives of that country who have come in contact with that remarkable man and learned the truth about our country. But the Siberian Russians now think that America has deserted them; and anti-American propaganda is again rampant.

"As a matter of fact, I think it was a mistake for the American division of the Committee on Public Information to leave Siberia when it did. The day we received word to demobilize and come home we also received word that a prominent Japanese publicity director was starting from Tokio with a plan for pro-Japanese propaganda which would totally eclipse anything we were able to do over there. Also, that the British government had established an English language newspaper, 'The Echo,' in Vladivostok, and that the French were preparing to send agents into Siberia to preach the doctrine of their country's merchandise.

"But, as I have said before, the Russian dweller in Siberia instinctively trusts the American representative of an American house and will do business with him if he is willing to trade according to Siberian standards. It is now or never with American industry so far as Siberia—I might even say the Far East—is concerned."

Knight-Counihan Printing Co.

SAN FRANCISCO
CHAMBER OF COMMERCE ACTIVITIES

Volume 6 | The Commercial, Financial, Industrial and Governmental Metropolis of the Pacific Coast | Number 27

Every Thursday —— July 3, 1919

Western Representatives of National Chamber Hold Important Meeting in San Francisco

Councillors Agree Upon Many Pressing Needs of Pacific Coast Territory

That a congress of representatives of the entire Pacific Slope including the States of Arizona, California, Nevada, Oregon, Washington, Idaho and Utah, should be called during the coming fall in San Francisco, was the decision of conferees at a well attended meeting in the offices of the San Francisco Chamber of Commerce on Monday, June 30th.

This preliminary meeting was called at the suggestion of Frederick J. Koster, former President of the local Chamber and now a member of the Board of Directors of the Chamber of Commerce of the United States. Invitations were sent to the larger organizations in the States mentioned, the majority responding to the call.

In deciding upon a congress which would embrace the problems of all the States west of the Rockies, it was pointed out that this meeting should be held prior to the National Foreign Trade Convention, scheduled for May of 1920, in order that the conclusions of the Pacific Coast bodies could be brought forcefully and intelligently to this later convention. The fall meeting, however, is not to be confined to foreign trade but will take up every pertinent line of development for discussion. Agricultural, livestock, manufacturing and all industrial problems; a plan for the closest cooperation and unity of action by the communities represented; the relation of the Pacific slope to countries bordering on the Pacific Ocean—all of these will receive the most thorough consideration.

Mr. Koster was asked to take the chairmanship and empowered to form committees for the carrying out of the plans for the fall meeting.

During the conference those assembled were addressed by Magnus W. Alexander, Managing Director of the National Industrial Conference Board and Dr. Nicholas Murray Butler, President of Columbia University.

The following list of those present will indicate the widespread interest in the meeting.

San Francisco:

Frederick J. Koster, Director United States Chamber of Commerce.
Thomas M. Earle
Robert Newton Lynch
C. W. Griffin
George C. Boardman
Max Kuhl
Paul Clagstone, Manager Western District U. S. Chamber
Phoenix, Arizona: Harry Welch
Los Angeles: Hon. Robert N. Bulla
Martinez: E. Manuel
Oakland: Victor E. Metcalf, Joseph E. Caine
Pasadena: John B. Coulston
Redding: W. H. Chase
Portland: W. D. B. Dodson
Seattle: R. H. Parsons, R. O. Hadley

Associated Pacific Coast Chambers Plan Reorganization

Subsequent to Monday's meeting, a conference was held on Tuesday between various representatives of the Associated Chambers of Commerce of the Pacific Coast, of which Watt L. Moreland, head of the Los Angeles Chamber of Commerce, is President. It was recommended that the Associated Chambers be reorganized so that all commercial organizations in the seven Pacific Coast States could be included. Amendments to the by-laws will be drawn up and submitted to the various organizations for ratification. When approved, steps will be taken to make them effective.

Through the conferences of Monday and Tuesday, it is believed that the communities of the Pacific Coast will be brought into closer contact; that a better idea of the many advantages to be gained through co-operation has been instilled into the representatives. The activities of the larger and stronger organization will work to the benefit of every section and the officers will be able to wield a much greater influence in all matters affecting this territory through this increased power.

DUN'S REVIEW

Jobbing continues very active, with merchandise in vigorous demand; collections good. Grocery jobbers report business from summer resorts far ahead of last year, and the resorts themselves, an important source of revenue in California, have a very good advance inquiry and expect a full season. Demand for semi-luxuries continues surprisingly large. Jewelers report an extraordinary trade for this season. Many automobile dealers are completely out of cars and have unfilled orders ahead, and dealers are warned over the prospect of a considerable period of inactivity, as a consequence. Dry goods prices are very firm and demand from dealers is very good. Every line of men's furnishings is selling very actively, some dealers reporting that they are shipping out new goods as fast as cases arrive. Collections in all textile lines are very good, and country merchants are stocking up freely for harvest trade. Shoes also are moving rapidly. Tobacco and cigar jobbers are studying the effects of prohibition, and opinions are pretty well divided, into the larger concerns believing business will be very little affected. Paper and stationery trade is well up to the average of recent summers and in some lines much better. Building material men are supporting the $40,000,000 good road bond issue to be voted July 1st, expecting a big boom, if it comes as seems likely. Sugar mills will again operate to capacity and are in a position to sell all they produce. Some improvement is noted in the real estate market, mainly in trading.

TRADE AT A GLANCE BY BRADSTREETS

SAN FRANCISCO

Wholesale and Jobbing Trade—Good.
Retail Trade—Good.
Manufacturing and Industry—Active.
General Conditions—Good.
Collections—Fair to Good.

SEATTLE

Wholesale and Jobbing Trade—Good.
Retail Trade—Good.
Manufacturing and Industry—Active.
Collections—Good.
Crops—Good.
Business—Improving.

SPOKANE

Wholesale and Jobbing Trade—Good.
Retail Trade—Excellent.
Manufacturing and Industry—Active.
Collections—Favorable.
Crops—Suffering from hot, dry weather.

PORTLAND

Wholesale and Retail Trade—Good.
Manufacturing and Industry—Fair.
Collections—Good.
Rain beneficial to crops.

LOS ANGELES

Retail Trade—Good.
Wholesale Trade—Very Good.
Manufacturing and Industry—Unsually active.
Collections—Very good.
Entire business situation and outlook excellent.

TRADE WITH PHILIPPINE ISLANDS TO BE DEVELOPED THROUGH CLOSER CONTACTS

Branch of Insular Commerce and Industry Bureau Opens In This City

Announcement has just been received by the San Francisco Chamber of Commerce that the Bureau of Commerce and Industry of the Philippine Islands will open a branch office in San Francisco. This will be one of two offices in the United States, the other one to be located later in New York City.

This information was given out yesterday by J. J. Rafferty, Director of this Bureau, who stated that many other cities had endeavored to secure this important trade branch but that the activity of the Foreign Trade Department of the San Francisco Chamber of Commerce in the interest of fostering trade with the Islands and the arguments presented for its location in this city had resulted in his receiving a cable from the Secretary of Commerce and Communications of the Philippines to immediately open an office in this city.

The branch here will have a complete exhibit of island products and will supply all information desired by those interested in trade with the Philippines. Rafferty stated that he himself would remain in charge until a satisfactory representative could be sent here to take charge. This envoy will bring with him the exhibit which will be maintained in connection with the Bureau and it is expected that great interest will be shown in this exhibit and in the operations of the Bureau.

Mr. Rafferty was the guest of the Chamber some few months ago on his arrival from Manila just prior to the visit of the special Filipino Commission which came to ask for the independence of the Islands. The Secretary of Commerce and Communications, who accompanied the Commission, conferred with Mr. Rafferty in this country and the decision was made to locate a branch in San Francisco.

Until permanent quarters can be secured, Mr. Rafferty will be provided with space in the offices of the San Francisco Chamber of Commerce.

FALL OF THE BASTILE—JULY 14, 1919

National French Celebration

The great national holiday of France, the celebration of the Fall of the Bastile, will this year, more than ever, have a deeper significance to the people of our local French Colony, in view of the signing of the Peace Treaty.

The arrangements for the celebration are in the hands of a well-known responsible and representative group of our citizens, whose names appeared in the "Activities" last week.

A program of speeches and music will be given at the Civic Auditorium at 2 p. m. Throughout the ceremony, programs and souvenirs (donated by members of the committee) will be sold for the benefit of French War Relief Funds.

The night ceremony will include a grand ball from 8 p. m. to 2 a. m., the admission to which will be 50 cents. Tickets will be sold in advance throughout the city, and at the most important stores by members of the committee, and will be on sale on the 14th of July at the Civic Auditorium.

The whole proceeds will be turned over to the French Consul General for distribution among French War Relief Funds.

CHARITIES ENDORSEMENT COMMITTEE

Warning

The Charities Endorsement Committee is in receipt of the following communication from the Hon. D. A. White, Chief of Police of San Francisco, which is reproduced for the information of members:

Gentlemen: This is to advise you that a communication has been received at this office showing that a man who represents himself to be Paul Morden and claims to be deaf and dumb is going around from office to office soliciting funds for his support until (so he claims) the Board of Directors of the State Institution act on his application and admit him to the Home.

He gave his residence as the Winchester Hotel, this city. Inquiry there failed to elicit any information concerning him.

Orders have been issued to the members of this Department instructing them to be on lookout for this man, and if located, to bring him immediately to headquarters for investigation.

Yours respectfully,
D. A. White, Chief of Police.

ANOTHER WARNING—FAKE SAILORS ARE SOLICITING FUNDS

Charitable Organizations Warned By Admiral

Rear-Admiral J. L. Jayne, U. S. N., has addressed the following letter to War Camp Community Service, Red Cross, Salvation Army, Y. M. C. A. and Jewish Welfare Society:

Gentlemen: Reports have reached this office that men in the uniform of the Naval service and claiming to be honorably discharged therefrom are imposing upon the organized charities and those charitably inclined, by habitually soliciting money and by other discreditable practices.

It is suggested that no charity be extended either by organizations or by individuals to men wearing the uniform of the Navy until the applicant first submits a written statement giving his name, rate, service number, present station, or station from which discharged, and the reasons for necessitating his application for charity, which statement should be referred to the Headquarters, Twelfth Naval District, for verification. Attention is invited to warning already published in newspaper press.

Very truly yours,
J. L. Jayne,
Rear Admiral, U.S.N. Commandant, Twelfth Naval District

NO PROGRAM ADVERTISING

The Charities Endorsement Committee is officially advised by the committee in charge of the French celebration of the Fall of the Bastile, July 14, 1919, that the ceremony program to be sold for the benefit of French War Relief Funds, will not include any advertisements.

The programs are donated by a member of the committee and *all proceeds* derived from sale of same will go to the French Consul-General for distribution among French War Relief Funds.

INFORMATION

REMEMBER, this service of the Chamber, is *your* service and *protects* you. The telephone number is Kearny 112. The department is Charities Endorsement.

NATIONAL CHAMBER BOARD PLANS WESTERN MEETING

Word has just been received by Paul Clagstone, Secretary of the Western District of the Chamber of Commerce of the United States, that the Board of Directors will hold their meeting in Seattle in July. Members of the board living in the East will travel to Seattle together from Chicago, stopping at Denver, Salt Lake City and California cities for conferences with business interests. The return trip will be made by way of Minneapolis.

PLACEMENT BUREAU

DISCHARGED SOLDIERS AND SAILORS

178. Discharged soldier, age 26 years, desires position with commercial paper house. Has had five years college work in commercial work of this nature and is very anxious to learn the business from the bottom, with opportunity to qualify for an executive position. Best local references.

179. Mining engineer, age 31; Captain Engineers U. S. Army eight years; varied experience in mines of California, Nevada, Oregon and Mexico. Speaks Spanish and French. Wants position as engineer or executive position with mining company, with a future.

180. Secretarial. Young man, age 29, married, wishes position as private secretary; long experience. Former Government employee.

181. Discharged army officer desires position as salesman with well established wholesale house with foreign branches; experienced and accustomed to meeting the public. Attended college previous to enlistment in the service. Age 23.

182. Wanted position with import and export firm, two and one-half years steamship experience, thorough knowledge of routine.

183. Young man, age 26, married, university graduate, desires clerical position. Recently discharged from Army. Best of references.

184. Young man just returned from overseas, desirous of obtaining a position in the auditing department of some corporation, as he wishes to learn cost accounting.

GENERAL APPLICATIONS

1422. Gentleman of 45, twenty years in business, high standing, desires position in San Francisco, preferred, office or salesmanship, something that will lead to recognition of services, willing and not afraid of work, have had general management of store, decorating, importing and billing.

1423. Production manager or assistant advertising manager who could visualize ideas with type drawings, ink and paper. Practical printing experience in making layouts and sketches.

1424. Young man, 22 years of age, wishes a position with large import and export concern to learn the business. Salesmanship preferred. Have been dealing with general public five years.

CREDIT MANAGERS DISCUSS COMMERCIAL ARBITRATION

At a dinner meeting, held in the Commercial Club on June 24th, the subject of commercial arbitration was given serious discussion. Judge Marcel E. Cerf outlined the principles of this method of settling disputes and urged that it be used to a far greater extent than at present.

Mr. C. E. Baen, recently elected president of the San Francisco Association of Credit Men, in an interesting address outlined the proposed activities of the organization for the ensuing year. Mr. Baen pointed out that the organization, which had come into being through necessity, now boasted of a membership of over 29,500 bankers, wholesalers, manufacturers, jobbers and fire insurance companies.

GENERAL CLOSING ON SATURDAY, JULY FIFTH IS PREDICTED

The Chamber has made inquiry among the various trade associations in the city and finds that practically all concerns which by the nature of their business can do so, will be closed both Friday, July 4th and Saturday, the 5th. Both retail and wholesale houses are making an effort to afford their employees the additional holiday.

The offices of the Chamber of Commerce will close for the three-day period, beginning on Friday.

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For What You Want to Know —— Call KEARNY 112

GOVERNMENT RADIOS MAY TRANSMIT NEWS

Chamber Requests Action Which Will Be Of Immense Benefit

The use of Government radios for the transmission of news to foreign countries is to be advocated by the San Francisco Chamber of Commerce. This was decided at a meeting of the Foreign Trade Committee recently.

In view of the fact that the Associated Press is at the present time unable to inaugurate a service to Manila since the necessary transmission facilities by wireless are in control of the Navy Department and therefore could not be used commercially, it is being suggested to the State and Navy Departments that until private news associations are afforded adequate service across the Pacific, that the Government itself should undertake this task.

The Foreign Trade Department of the Chamber has gathered data upon this subject, showing that little or no cost would be attached to the undertaking. At the present time the Government radios are used for flashing messages to various warships and for other strictly governmental purposes. The idle periods could well be utilized in the sending of news to Japan and Manila, from which latter place it could be distributed to China which at present has no radio station powerful enough to receive messages direct from the United States.

Only through a service of this kind can the people of the United States and the people of the Far East be kept in touch with each other, become familiar with the sentiment and conditions and avoid the misunderstandings which must result from ignorance and the misrepresentations.

The situation in China is complicated by the fact that not more than one newspaper in the entire country is in a position to pay a fair share of the cost of delivering a news service from the United States. The additional use of the Government radio at practically no cost would be of immense advantage to the United States, commercially and in every other way. At the present time, news is disseminated only through Japanese and British sources and it is only natural that news from this country would not receive the prominence that would be possible through wireless under United States supervision.

Reports are received that the State and Navy Departments are favorably considering this innovation and that the State Department has already formulated a recommendation on the matter.

Newspapers in foreign countries would be vitally interested and eager to receive direct radio reports from this country and it would eliminate to a great extent many false impressions which exist in the minds of the people of China, Russia, Siberia, etc. Next to personal contact, newspapers are the most valuable means of cultivating relations and this service when inaugurated, will give all newspapers the best up-to-date information direct from this country.

FOREIGN TRADE OPPORTUNITIES

3212. Sao Paulo, Brazil. A French firm recently established at Sao Paulo, desires to communicate with importers and exporters interested in Brazilian trade.

3213. Sydney, Australia. Established firm in Sydney desires to communicate with manufacturers and exporters. Especially interested in cotton, silk and hardware. Would like catalogues, samples, and C. I. F. Sydney prices.

3214. Bordeaux, France. Firm in Bordeaux desires to represent in France, exporters of food products.

3215. Slatina, Roumania. Firm desires to get in touch with manufacturers and exporters who might wish to enter into commercial relations with that country.

3216. Antwerp, Belgium. Firm would like to represent in Belgium, exporters of coffee, cocoa, cereals, seeds, oil cakes, food products, dried and fresh fruits, preserves, rubber, hides, ivory, wax, tobacco, etc.

3217. Sofia, Bulgaria. Import and export firm wishes to communicate with merchants and manufacturers desiring to extend their commerce to Bulgaria.

3218. San Francisco, Cal. San Francisco firm representing Oriental connections, handling hog and sheep casings, also pongee silks, desire correspondence with interested firms.

3219. Buenos Aires, Argentina. Company recently organized with the object of importing American manufacturers and exporting the products of the Argentine, wishes to be put in connection with American houses who desire their goods to be introduced on the South American market.

3220. Paris, France. Party wishes to be brought in touch with manufacturers and importers of textures and garments for men and women, with a view to representing them in France.

ATTENTION—IMPORTERS ORIENTAL GOODS

The Foreign Trade Department is advised that Mr. J. M. Da Rocha of Hongkong is in the city and will be glad to meet San Francisco importers interested in buying Oriental articles.

He can be reached in care of Messrs. W. T. Welisch & Co., 230 California Street, between 3 and 5 P. M. daily until the end of July.

OPPORTUNITY FOR EUROPEAN REPRESENTATION

The head of a San Francisco trading company contemplates going to Europe in August on a business trip visiting England, Holland, Belgium, France and Switzerland for the purpose of selling California and Western products. He desires to get in touch with any California merchants interested in placing their goods in those countries.

THE SEARCHING BUREAU

Co-operating with the Bureau of War Risk Insurance in the work of locating beneficiaries of men who died in service, the American Red Cross, through its Bureau of Allotment Inquiries, has succeeded in tracing 9,700 of its 13,000 cases investigated up to May 1st. The Red Cross bureau is one of the principal agencies used by the Bureau of War Risk Insurance for this purpose. After every reasonable effort has been made by the Bureau of War Risk Insurance to locate those entitled to the government's checks, the names of the missing beneficiaries are turned over to the Red Cross bureau, and through the Home Service Sections of the organizations that exist in the most remote parts of the country, a more exhaustive search is conducted. Red Cross workers canvass the neighborhood where the missing family formerly lived and in most cases manage to trace them.

BUSINESS WANTS

GLACE FRUITS—L. Kayton & Son, 725 Wheaten Street, Savannah, Ga., is in the market for glace fruit.

DRY OR POWDERED MILK—J. A. Burns, 1620 Eye Street, Sacramento, Cal., is in the market for dry or powdered milk.

APPLES—Carr & Irons, 11 Broadway, New York City, desire to get in touch with shippers of apples in this city.

PORTABLE HOUSES—Sacramento Suburban Fruit Lands Co., 323 J Street, Sacramento, Cal., is in the market for portable houses.

BROOM HANDLES AND TENT TOGGLES—Walter Hayes, P. O. Box 555, Raymond, Wash., is in the market to dispose of broom handles and tent toggles.

RELAYING RAILS—Simon & Mills, 253 Broadway, New York City, are in the market for relaying rails.

WOMEN'S CLOTHING—F. J. Z. Simmons, 7045 Jasmine Ave., Pals, Los Angeles, Cal., desires to get in touch with manufacturers of women's wearing apparel.

CHEMICALS—Chas. T. Stork & Co., 268 Market Street, San Francisco, desires to get in touch with manufacturers of chemicals.

RADIATOR CORE MACHINERY—Arizona Radiator Repair Shop, 307 N. Central Ave., Phoenix, Ariz., is in the market for automatic machinery for making cores for auto radiators.

RICE AND BEANS AND CANNERS—George Wright, 348 Fifth Street, San Diego, Cal., wishes to get in touch with canners of fruits and vegetables, also shippers of rice and beans.

LOANS—Giesy Company, 714 Kearns Building, Salt Lake City, Utah, desires to interest capital in real estate loans on farm and city property in Utah.

GOLD NUGGETS—Gurney Bros. Co., 122 Main Street, Brackton, Mass., are in the market for gold nuggets.

GRAIN DEALERS—V. F. Guinzy, Mgr. Farmers Exchange, Wilsall, Mont., wishes to communicate with grain dealers in this city.

BURLAP—Meridian Export Corp., Buffalo, N. Y., is in the market for burlap.

FRUIT AND VEGETABLES, CANNED AND DRIED—Beeh, Van Sicklen & Co., 310 California Street, San Francisco, desires to get in touch with packers of canned and dried fruits and vegetables in California.

EXPORTS—W. W. Gould, Hardisty, Alta, Canada, desires to get in touch with San Francisco firms interested in export trade to Central and South America.

PRESS CLIPPINGS—Association of Ice Cream Supply Men, 150 Nassau Street, New York City, wishes to communicate with a press clipping bureau in this city.

RICE—A. Veles Negren, Mayagues, Porto Rico, is in the market for California rice.

LOCAL CONCERN ESTABLISHES IMPORT DISPLAY DEPARTMENT

The firm of Dill-Crossett Company have added a new department to their business which promises to be a great success, as well as a convenience to the trade at large. It consists of an exhibit of imported manufactured goods, particularly from the Orient, and there will be maintained in addition an information service for the dissemination of the latest data on trade conditions and prices. This information will be gathered largely by the various departments of the company, located in Japan, China, the Straits Settlements and Australia.

GOVERNMENT BIDS

Proposals will be received by Zone Supply Officer, Surplus Property Division, Fort Mason, for the sale of Government-owned (new) hand tool grinders.

Proposals will be received at the Camp Supply Depot, Camp Kearny, Cal., on July 8th for sale of waste supplies including aluminum, brass, copper and rags.

Proposals will be received by the Zone Supply Officer, Surplus Property Division, Fort Mason, for the sale of Government-owned new raincoats and Bosch magnetos.

Proposals will be received by the Zone General Supply Depot at Fort Mason for sale of Government-owned silk, chemicals, canned beans and corn.

Proposals will be received by Zone Supply Officer, Surplus Property Division, Fort Mason, for the sale of Government-owned new wool blankets.

Proposals will be received by the Material Disposal Section, Air Service, Postal Telegraph Building, San Francisco, for the sale of optical glass, oils and chemicals.

Bids will be opened at the office of the U. S. Army Engineer, 405 Custom House, for black marine paint for wood and for steel.

Bids will be opened at the Zone General Supply Depot at Fort Mason on July 7th for guide cards, inkstands, desk pads, gummed cloth patches, memo. blocks, stenographic note books, stencil paper, onionskin paper, pencils, pens, adding machine and typewriter ribbons.

Bids will be opened at the Zone General Supply Depot on July 15th for russet Garrison shoes; proposals will be received by same department for the sale of Government-owned Bessemer rolled steel bars, corrugated metal cans, iron, flats and rounds.

Details and specifications are on file in the Exchange Hall of the Chamber of Commerce.

REFRIGERATOR FIRM DESIRES PACIFIC COAST REPRESENTATIVE

The Chamber is in receipt of a communication from an Eastern firm desiring representation for their line of refrigerators. Old established firm with large output. May consider opening branch plant or factory later. Apply Industrial Department, Chamber of Commerce.

BUSINESS IN AUSTRALIA

In a communication received from D. J. Wildey, a paper and machinery merchant of 131 and 133 Clarence Street and 260 Kent Street, Sydney, N. S. W., a keen interest in Central California is shown. In addition to expressing a desire to obtain all available publications dealing with commerce or travel in this state, a request is made that he be put in touch with any members of the Chamber who are interested in the development of trade in Australia.

COFFEE ARRIVALS

The Green Coffee Association of the San Francisco Chamber of Commerce reports the following arrival during the past week with coffee consigned to members:

June 23, 1919—S. S. Soerakarta, 48,230 bags of coffee.

LINCOLN HIGHWAY SELECTED BY WAR DEPARTMENT AS FIRST TRANSCONTINENTAL MILITARY TRANSPORT ROUTE

Two Motor Transport Corps Truck Companies to Make Cross Country Run, Starting July Seventh Trip Marks Opening of New Highway Freight Transportation Era

Secretary of War Baker and the General Staff have authorized the first transcontinental army motor convoy trip. The Lincoln Highway has been designated as the route to be followed, and this recognition of its connected improvement and wise location establishes it as the first Atlantic to Pacific Military Highway and presages its ultimate selection as the backbone route of any Federal Highway System.

The cross country trip of this first motor transport convoy will in its way be as historic an event as the first trans-Atlantic flight. Its significance in illustrating the ultimate possibility of another revolutionizing step in the development of transportation will be as great.

Two complete truck companies of war strength, consisting of a total of 42 army trucks including all of the standard makes used by the Government during the war, as well as a number of the B type design, accompanied by five staff, observation and reconnaissance passenger cars, complement of motor cycles, ambulances, tank trucks, mobile field kitchens, mobile repair shops and signal corps searchlight trucks, and a personnel of 209 army officers and men will be officially started from the Capitol at Washington on July 7th. The convoy will proceed by way of Frederick to Gettysburg, Pa., from which point the Lincoln Highway will be followed to San Francisco.

Brigadier-General Charles B. Drake, Chief of the Motor Transport Corps, announces the purposes of the trip to be four-fold: To provide an extended service and performance test of the various standardized types of army motor equipment. To collect detailed data for use in connection with the technical training of the commissioned and enlisted personnel of the Motor Transport Corps and provide an opportunity for extensive studies in terrain observation and needed highway data by the Field Artillery, the Engineering Corps and the Motor Transport Corps. To demonstrate the practicability of long distance motor commercial transportation and the consequent necessity for the expenditure of governmental appropriations to provide necessary highways and to assist in the movement for the continuous improvement of, not only the Lincoln Highway, but all through connecting routes in the Union. And last but not least, to provide an opportunity for procuring recruits for the Motor Transport Service.

The Lincoln Highway Association asks the co-operation of all the highway organizations and good roads associations in the country in bringing the purposes of this trip and its results fully to the attention of its membership and to the American public.

The convoy will be under the command of Colonel A. Owen Seaman of the General Staff from Washington to Salt Lake City, Utah, at which point General Drake will take personal command.

It is planned that the convoy will reach the Presidio at San Francisco about September 1st.

PEACE FESTIVITIES, FOURTH OF JULY PROGRAM

Five hundred voices lifted in "Ring Out, Sweet Bells of Peace," will mark the Fourth of July celebration in the Civic Auditorium, Chairman J. Emmet Hayden announced recently. The chorus is being organized by Mrs. Florence Drake Le Roy, appointed by Hayden to represent War Camp Community Service in the day's arrangements.

A number of downtown business houses have organized choral societies among their employees to participate in this biggest of all recent community "sings."

Mrs. Le Roy announces that tickets to the reserved section will be provided for persons wishing to participate, upon application to War Camp Community Service at 478 Flood Building.

Among the big business houses and choral clubs which will be represented en masse are the Emporium, Livingston Brothers, Hale Brothers, H. Liebes Company, the Standard Biscuit Company, the American Biscuit Company, the Harmony Club, the Red Circle Club, and the One Minute Girls.

Alexander Bevani will conduct the huge "sing" from the stage of the auditorium.

The program will start at 2 o'clock, Chairman Hayden states. Other features will be:

Invocation, Father Joseph P. McQuaide.
Benediction, Rev. R. Macfarlane.
Songs by Miss Jeanne Jomelli and Warren Walters.
Oration by Rev. F. W. Clampett.
Address by Mayor Rolph.
Reading of the Declaration of Independence by Colonel John H. Roberts of the G. A. R.
Community Sing under auspices of War Camp Community Service.
Ballet by pupils of the O'Neill Sisters.

CALIFORNIA TO BE BOOSTED AT EXPOSITION IN FALL

The prospectus of the California Industries and Land Show, to be given at the Exposition Auditorium, San Francisco, October 4th to 19th, under the auspices of the Home Industry League, has been issued.

The little booklet announces in its foreword the purpose of the first annual California Industries and Land Show as an important post-war event.

"California," it reads, "was first called upon to help successfully prosecute the war. She was found more than equal to her task in the furnishing of supplies for this Government, as well as for the Allies.

"The greatest opportunity of California is now. Revealing that of which she is capable, the State should henceforth be cultivated to its capacity. New factories should be built and the manufacturers should double their output—a campaign for intensive cultivation and production should be inaugurated."

To stimulate this interest and to know the producing power of California is the primal purpose of the Home Industry League in launching this big event.

The Exposition Auditorium, exhibition plan—decorations, are all covered and the entertainment chapter is of particular interest.

Band and orchestral concerts, moving pictures, special county celebrations, prophesying the carnival flavor to the Show, while for the visitors desiring the maximum of educational diversion—there will be lectures bearing on manufacture, horticulture, agriculture and livestock, with free moving pictures on all subjects.

An announcement of interest is the utilization of the world-famed Exposition organ, located in the Exposition Auditorium, to be placed in a series of recitals by Edwin Lemare, the distinguished organist.

The premium list, completely covered, includes all of the articles of the State from agriculture to toys. Gold, silver and bronze medals are to be the awards, according to the announcement, with loving cups and ribbons.

MARINE DEPARTMENT

Norwegian Motorship Pauline has been fixed to carry barley to the United Kingdom, Havre, Rotterdam range, at the rate of $37 a ton by G. W. McNear, Inc.

The U. S. Shipping Board steel Steamer Keketient, which left here last week for the United Kingdom, took out 84,745 barrels of flour which she loaded at the South Vallejo plant of the Sperry Flour Company.

The Standard Oil Steamer La Primera, sailing on the 17th, had 7,100 cases coal oil and 2,000 cases gasoline for Nicaragua. Also 600 barrels distillate, 806 barrels and 5,000 cases gasoline for discharge at Balboa.

Sudden & Christenson have notified this department that they have chartered out their Steamer Edna for a voyage from New York to Bergen and Christiania, loading July 3rd at Bush terminal. The vessel was recently released by the British Government after court proceedings which upheld the contentions of the aforementioned firm. The steamer had been captured as a prize during the war.

The following new telegraph codes are now to be found at the Marine Department, for the use of members. Western Union (5 letter code) Commercial Telegraph & Cable Code, and the A. B. C. 5th Edition (Improved).

The United States Shipping Board Steamer Waneyanda left out last week for England with 52,844 centals of barley, shipped by Strauss & Co.

The Peruvian Motorship Maranon, under charter to the Pacific Lumber Export Co., left here last Thursday for Eureka, where she will load a full cargo of redwood for discharge at Callao. Part of cargo, consisting of hardware, firebricks, machinery and agricultural implements, were shipped from San Francisco.

The Vacuum Oil Company have chartered the Shipping Board Bark Montauk to carry a cargo of case oil from San Francisco to Melbourne.

Dutch Steamer Soerakarta arriving here last week from Batavia brought large shipments of canned goods, groceries and general merchandise. Some of the principal items among her cargo were 48,230 bags coffee, 4,633 cases rubber, 25 cases quinine, 145 cases silver and gold bullion, 736 tons cocoanut oil and 2,619 bales fibre. Much of the cargo brought by the liner will go direct to Eastern markets.

Standard Oil Company's Ship Dunsyre arrived in port last week form Sydney completing the round trip in 101 sailing days, since leaving here last January.

Harrison Line Steamer Orator is booked to load at London, Glasgow and Liverpool, on the following date, July 3rd, 10th and 12th, for San Francisco, with a stop at San Pedro, terminating at Victoria, Vancouver and Puget Sound ports. The Crown of Galicia will be the Company's next freighter to leave out from this port, the exact date will be announced later.

Steamer Admiral Wainwright, arriving here last week from Iloilo, brought among her cargo 24,000 bags sugar, consigned to J. D. Spreckels Brothers Company.

The announcement that early August loading at this port of the Steamer Governor Forbes for Santiago, Cienfuegos, and Havana, Cuba, with freight only, has been made. B. Lindvig, agent.

The following steamers have been assigned for service in the United States Shipping Board direct European service about to be inaugurated from this port, under operation of Williams, Dimond & Co. The new steel Steamer West Aleta, loading late July for Copenhagen direct, and the Steamer Cansumset, loading first half of August for Liverpool, direct, to be followed by frequent sailings thereafter for various ports in Europe.

After making a few trips between this city and San Pedro, carrying oil, the Shell Company's Tank Steamer Pearl Shell left here last week for Shanghai with a cargo of kerosene, after discharging the vessel will proceed to Borneo thence to the United Kingdom, back to Tampico and San Francisco. The company's other two tankers will make similar voyages.

The Schooner Bertie Minor was placed on the berth at this port last week for Wellington direct. Vessel is being loaded by Capt. Alex Woodside and will receive quick dispatch.

The China Mail Steamer Nanking will sail from San Francisco for the Orient on July 17th, ports of call being Honolulu, Yokohama, Nagasaki, Shanghai and Hongkong. She will be followed by the Steamer China on August 6th.

J. D. Spreckels & Bros. Co., agents for the Java-Pacific Line, announce that the Dutch Steamer Soerakarta, taking freight only, will leave this city on July 15th for ports in Java.

Figures compiled by the Marine Department show the shipments of barley by water to foreign ports for the first six month of this year to be as follows: January 319,090 centals, February 525,462 centals, March 229,586 centals, April 224,164 centals, May 702,480 centals and to June 25th 408,192 centals; total 2,408,974 centals.

Statistics compiled by the department show that on board the Steamer Yetorofu Maru arriving here last week from Calcutta there was 3,096 tons of gunnies aboard, valued at $928,800. This is the largest shipment brought this season.

The Barge Washtuena, the second of Pope & Talbots barge service between this city and Port Ludlow, arrived in port last week, bringing a full lumber cargo. This service will handle up freight, if delivered in a reasonable time before sailing hour.

The Steamer Sonoma of the Oceanic S. S. Company is now receiving freight and will sail on July 8th for Sydney via Pago Pago and Honolulu, taking passengers and freight.

July 12th has been fixed as sailing date for the Pacific Mail Steamer City of Para, for Mexican, Central American and South American ports.

A full cargo of paper from the mills at Ocean Falls, British Columbia, amounting to 5,426 rolls, arrived here on the Steamer Admiral Sebree last week.

The Trans-Oceanic Company's Steamer Heijin Maru, to arrive at this port on June 30th from the Orient via Puget Sound, has been chartered to load a full cargo of barley for the United Kingdom, sailing about July 10th. G. W. McNear, Inc., will load the vessel.

The Steamer Taiyu Maru will sail from this port on July 12th for Vladivostok, in the Trans-Oceanic Line.

The Gardiner Mill's fast Schooner Caroline left here last week with a cargo of case oil, under charter to the Standard Oil Co. Her destination is Lyttleton, N. Z. She took 250 cases benzine, 2,895 cases coal oil, 12,500 cases gasoline, 100 cases turpentine and 195,000 feet of lumber.

Owing to the large demand for orders which their own fleet are unable to care for, Pope & Talbot have chartered another large extra lumber carrier; the Steamer H. B. Lovejoy having left their mills at Port Ludlow on the 23rd for San Francisco carrying about 1,250,000 feet of lumber.

Balfour, Guthrie & Co., agents for the Commonwealth Government Line, announce that two of their vessels will leave this port next month. The Steamer Birriwa for Brisbane & Newcastle, and the Motorship Babinda for Sydney and Melbourne.

Geo. A. Moore & Co. chartered two vessels the past week, the Bark C. D. Bryant to carry copra from Papeete to San Francisco, and the C. S. Holmes from San Francisco to Papeete and return. The former receives $25 per ton and the latter was taken for $30,000 on the round.

HOW TO GET SERVICE BUTTONS

State Committee on Readjustment Issues Data

On or about July 1, 1919, Victory Buttons will be ready for distribution. These buttons may be worn on civilian clothes by officers and enlisted men, field clerks, and members of the Army Nursing Corps who served honorably on active duty in the Army of the United States for a period of fifteen days at any time between April 6, 1917, and November 11, 1918.

In order to obtain these Buttons when they arrive the discharged service man should mail or present to the nearest recruiting officer his original discharge certificate, or a true copy prepared on the special form provided for the purpose. The names of the recruiting officers and their stations are as follows:

2nd Lieut. Albert P. Sullivan, San Francisco.

Capt. Arthur B. Bryan, Oakland; also visits Napa and Santa Rosa.

Capt. Wallace T. Downing, Sacramento; visits Stockton, Redding and Marysville.

Capt. George S. Jones, San Jose; visits San Luis Obispo.

Capt. Robert S. Batman, Fresno; visits Bakersfield.

1st Lieut. John E. Wolfe, Eureka.

The State Committee on Readjustment has obtained a quantity of these forms to be used either in obtaining Victory Buttons or the $60 bonus, and has sent them to the Division Chairmen with instructions for the use of same, and it should be noted that any civil officer empowered to administer oaths may certify true copies of discharge certificates for the purpose of obtaining these buttons.

The Victory Buttons will be of silver for those wounded in action and bronze for all others.

Anyone wishing to obtain a form to apply for a Victory Button may secure the same at any of the County Divisions of the State Commmittee on Readjustment, or at the office in the Ferry Building, San Francisco.

CONSULAR LIST FOR SAN FRANCISCO

Revised To July 1, 1919

Argentina—Horacio Bossi Caceres, C. G., 110 Sutter Street, telephone Sutter 1985.

Austra-Hungary—Dr. F. Westerberg, A. C., 311 California Street, telephone Douglas 2850.

Belgium—F. Drion, C. G., 311 California Street, telephone Sutter 2633.

Bolivia—Alberto Palacioa, C. G., Holbrook Building, telephone Sutter 1455.

Brazil—Victor F. da Cunha, 110 Sutter Street, telephone Douglas 523.

Chile—Arturo Lorca, C., 311 California Street, telephone Douglas 2547.

China—Chao Hsin Chu, C. G., 617 Montgomery Street, telephone China 265.

Columbia—Francisco Valencia, C., 311 California Street.

Costa Rica—C. G., 510 Battery Street, telephone Douglas 1917.

Cuba—B. E. Puyans, C., 58 Sutter Street, telephone Sutter 3192.

Denmark—Ove Lunn, C., 408 Mills Building, telephone Sutter 1309.

Dominican Rep.—John Barneson, H. C., 310 Sansome Street, telephone Sutter 940.

Ecuador—Dr. Manuel C. deVaca, C. G., 235 Montgomery Street, telephone Sutter 1007.

France—J. Neltner, C. G., 110 Sutter Street, telephone Douglas 1743.

Germany—J. Freuler, A. C., 201 Sansome Street, telephone Kearny 4596.

Great Britain—A. Carnegie Ross, H. B. M. G. C., 268 Market Street, telephone Sutter 5290.

Greece—M. Tsamados, C. G., Phelan Building, telephone Sutter 4192.

Guatemala—F. C. Avila, A. C. G., 460 Montgomery Street, telephone Sutter 192.

Haiti—Eustorjio Calderon, C., 561 Hyde Street, telephone Franklin 495.

Honduras—Timoteo Miralda, C. G., 341 Montgomery Street, telephone Sutter 2115.

Italy—Cav. Oreste daVella, R. C. G., 550 Montgomery Street, telephone Douglas 4378.

Japan—T. Ohta, C. G., 221 Sansome Street, telephone Douglas 5082.

Mexico—R. P. DeNegri, C. G., 519 California Street, telephone Kearny 1436.

Netherlands—H. A. van Coenen Torchiana, C. G., 664 Mills Building, telephone Sutter 5039.

Nicaragua—Alfredo Gallegos, C. G., Insurance Building.

Norway—Nils Voll, 260 California Street, telephone Sutter 5993.

Panama—Francisco Jimenez, C., 460 Montgomery Street, telephone Garfield 2421.

Paraguay—M. C. Richter, H. C., 209 Post Street, telephone Garfield 1245.

Persia—Thos. W. Firby, A. C., 828 Mills Building, telephone Douglas 2684.

Peru—Dr. Santiago Llosa de Arguelles, 510 Battery Street, telephone Kearny 2372.

Portugal—Jose Soares, C., 345 Front Street, telephone 6919.

Russia—Geo. S. Romanavosky, C., 701 Flood Building, telephone Garfield 630.

Salvador—Carlos J. Avila, C., 341 Montgomery Street, telephone Douglas 709.

Siam—H. G. W. Dinkelspiel, C., 412 Chroniele Building, telephone 367.

Spain—Arthur Brand, A. C., 817 Pacific Building, telephone Douglas 3544.

Sweden—Dr. Frederick Westerberg, A. C., 268 Market Street, Sutter 5288.

Switzerland—J. Freuler, C., 440 Montgomery Street, telephone Kearny 994.

Turkey—Arthur Brand, A. C., 817 Pacific Building, telephone Douglas 3544.

Uruguay—O. M. Goldaracena, C., Bank of Italy Building, telephone Douglas 4392.

Venezuela—Wm. Fisher, Hon. C., 112 Market Street, telephone Garfield 905.

GRAIN AND FLOUR MERCHANTS HEAR PLANS FOR COMING YEAR

United States Grain Corporation to Handle Wheat Crop

The agency to handle the 1919 wheat crop will be known as the United States Grain Corporation. With the Presidential Proclamation of peace the Food Administration automatically passes out of existence and on July 1st, the Food Administration Grain Corporation will change its name and continue to operate under the direction of the United States Wheat Director, Julius H. Barnes, with a capital of $500,000,000, all subscribed by the United States Government.

W. A. Starr will be Second Vice-President, managing Zone 12, comprising California, Nevada, Arizona and the Hawaiian Islands.

Mr. Starr addressed the grain trade, millers and flour men at the San Francisco Chamber of Commerce recently, and outlined policies to govern operations for the coming year, as follows:

"Probably no part of the commercial army of America has sacrificed more of its interest unselfishly than the grain trade. What this sacrifice and service has meant in both the prosecution of the war and in properly handling the food supply at home is perhaps too little known and appreciated.

"In wheat and wheat products alone another year is faced of governmental supervision, made necessary for the faithful discharge of the national war pledge to the producer.

"While the personnel of the Grain Corporation, largely out of the ranks of the grain trade, after two years of public service enlisted for the prosecution of the war, did not desire longer to continue, and the grain trade itself, did not desire continuation of governmental supervision over wheat and wheat products, still all recognize the necessity and will continue to give the co-operation which has contributed so largely to the success of American food control during the war.

"That the government guarantee of the wheat price was undoubtedly a wise act is now realized.

"The farmer has responded by producing by far the largest wheat crop in the history of the country. Without the assurance of an adequate food supply which this surplus gives, it is difficult to imagine the condition of chaos and starvation that would confront Europe, with the reflecting evils in our own country. As a matter of fact, this big wheat crop of America is the salvation of civilization today.

"To Julius H. Barnes, the guiding genius of the Cereal Division of the Food Administration, and President of the Grain Corporation, both this country and Europe owe a debt of gratitude. As evidence of the magnitude of the operation of the Grain Corporation under his leadership in supplying the Allies and relieving the distress of the liberated countries of Europe, the total turnover for the past 18 months ending July 1st, will exceed seven billion dollars.

"The food which has measurably stabilized European society and government and kept the red flag out of Finland, the Baltic States, Poland, Czecho-Slovakia, Jugo-Slavia, Austria and Roumania, and saved the remnants of Armenia, was largely purchased and landed at the ports in Europe, by the Grain Corporation, making it possible to act quickly and comprehensively and with the least possible disturbance to home necessities. The West Carnifax, the first food ship to arrive at a German port, after the Armistice was signed, and carrying a cargo of flour, was shipped by the Grain Corporation from San Francisco, and was used for the first relief of the starving people of Czecho-Slovakia, to reach whom it was shipped through German territory.

"California, with a deficient wheat crop, and not raising enough wheat for home consumption, did nevertheless last year export through the Grain Corporation, to Europe, nearly two million barrels of flour, or almost ten per cent of the flour exports from the United States. This was made possible by the importation of large quantities of Australian wheat, accomplished by the splendid efforts of R. A. Lewin, of the Grain Corporation, who succeeded in obtaining vessels to move the wheat from Australia under very trying conditions.

"This year there will be no imports of either wheat or flour, and the California wheat crop promises to be almost three times as large as last year, furnishing a plentiful supply for the flour mills, up to the limit of their capacity, and they will only be restricted in their operation by the ability of the Grain Corporation to sell flour for export.

"The Grain Corporation will sell all wheat for export and all flour for export to Europe, buying the flour from the mills on a competitive basis.

"The obligation of the Grain Corporation the coming year calls for protection for the producer in seeing that he gets a fair reflection of the government guaranteed price, and on the other hand, the protection of the consumer, allowing fair play for the grain and milling industries, and proper handling of the exports of the surplus. To ship this surplus out of the ports of the United States is going to tax their capacity to the utmost. Only the most efficient handling can prevent serious congestion. The Zone Vice-Presidents will therefore have full control over all seaboard warehouses and elevators, and through the co-operation of the Railroad Administration will direct the flow of all grain to terminal markets and seaboard under a permit system.

"In case the crop is marketed both home and abroad on the basis of the government price, there will be no government control of flour mills', flour jobbers' or bakers' profits. With a plentiful supply of wheat and flour at all times, it is safe to count on competition to regulate profits and give the consumer a square deal, as all of these industries operate under unusually competitive conditions.

"However, in case of a resale of wheat or flour below the government price, made necessary by lower export value of wheat, or arbitrary reduction to the domestic consumer in price of the flour, machinery is provided by regulation of these industries and control of profit margins to make the reflection of the reduced price to the consumer absolute and immediate. It is understood that export wheat values and domestic flour prices are to be kept at the same level of value at all times.

"Judging from the comments appearing from time to time, the public does not seem to realize that the control of wheat has held the price down to the consumer, and at the same time, by stabilizing the price received by the producer, has eliminated speculation and paid him full value for the wheat.

"Reviewing the past two years: In the summer of 1917, when control began, wheat was selling in Chicago around $3.20 a bushel; the government fair price immediately reduced it to basis of $2.20. Throughout that year, there was an acute shortage and the bins were scraped clean the following spring to save Europe from starvation. To what prices wheat and flour would have gone in the spring of 1918, sympathetically lifting all other foods, without control, would be a wild guess, but it is not unbelievable that flour might have sold at $50 a barrel. Prices would have reacted again with the good crop of 1918, but this last spring, when it was supposed that supplies were adequate, wheat and flour advanced well above the government minimum price, and after reaching nearly 50 cents a bushel premium for wheat in Chicago, the advance was halted by the wise action of Mr. Barnes, in offering flour as well as wheat out of stocks previously purchased by the Grain Corporation for export. With the new harvest wheat and flour prices are weakening and will soon be stabilized again at the basis of the government minimum wheat price."

(Continued on page 238, col. 2)

REDUCED DEMURRAGE CHARGES

On June 21st Director-General Hines announced that effective on July 20th on one day's notice the charges for demurrage will be reduced to $2 per day for each of the first four days after the expiration of free time, and $5 per day for each day thereafter.

The new arrangement also provides that the overcharge agreement which at present applies only to cars held for unloading will also be applied to cars held for loading, but the loading and unloading agreement will be separate.

A NEW TRAFFIC SERVICE

Mr. James A. Keller, a specialist in all matters pertaining to transportation, and for several years traffic manager for the Baker, Hamilton & Pacific Company, has severed his connection with that organization to engage in business for himself. His office is in Room 823 Pacific Building, and as by training and experience he is well qualified for his new undertaking, we feel his success is assured.

POINDEXTER BILL

Telegraphic information received by the Traffic Bureau is that the absolute long and short haul clause proposed by Senator Poindexter to be attached to the appropriation bill has been taken out of this bill by the Senate Interstate Commerce Committee on a vote of eight to six. This means that, if a rigid Fourth Section is reported favorably by the Senate Committee, it will be reported separately and not as a rider to any bill.

REDUCED RATES ON BARLEY—CARLOADS

The United States Railroad Administration has advised the Traffic Bureau that it has been decided to extend the application of the present rate on barley, San Francisco to New Orleans, to include Mobile, Alabama. It is expected that this basis will be published shortly.

WANT WAREHOUSE BUILT

A large Eastern manufacturer of agricultural machinery wants to lease a building containing 18,000 square feet of floor space and equipped with a 13-ton elevator.

District bounded by Market, Mission, First Streets and the waterfront preferred, but property further out with spur track will be considered. Inquire of the Industrial Department for particulars.

CHINA APPOINTS COMMERCIAL ATTACHE TO SAN FRANCISCO

The Foreign Trade Department of the San Francisco Chamber of Commerce is informed that the Ministry of Agriculture and Commerce of the Republic of China has appointed a number of Commercial Attaches, two of whom are for the United States—one will be located in New York and the other in San Francisco. They should reach this country in two or three months. This indicates the growing interest of China with San Francisco.

Money is eel-like—it takes W. S. S. sand to hold it.

Spend wisely and save for future needs. War-Savings Stamps and Thrift Stamps will help you to financial peace and help your Government finance world peace.

DAYLIGHT SAVING

While the daylight saving law was originally passed as a war measure to promote the conservation of gas and electricity, it has proven to be of such general economic value that it should be continued permanently. The reduction in expense of industrial, commercial and domestic lighting has been very great while the additional hour of daylight available for recreation purposes is a distinct advantage in promoting the health and pleasure of the community.

The San Francisco Chamber of Commerce endorsed the daylight saving bill as a war measure but it has recently urged the California Senators and Representatives to oppose the rider in the Agricultural Appropriation Bill repealing the daylight saving as it believes it is distinctly to the economic advantage of the people of the United States that daylight saving should be continued. It is a well known fact that a person's energy is lowest during the working hours at the close of the day and by stopping work one hour sooner in the afternoon and having that extra period of daylight available for leisure and open air exercise, the health and efficiency of workers in all lines are unquestionably benefitted.

The Chamber regrets that Congress has repealed the daylight saving law and hope that presidential approval will be withheld.

(Continued from page 237)

When asked if he thought the government would be resellers at prices well below the government price the coming year, on account of the big crop, resulting in large loss to the government, Mr. Starr replied. "As the situation looks today, I do not see why the crop cannot be practically marketed at the government price. Mr. Barnes has made an exhaustive analysis of the situation, and while it can change by the varying condition of crops between now and their maturity, it looks as if Europe would need over four hundred million bushels of wheat out of our coming harvest to get through next year, besides what will be available from other exporting countries. Last year's exports of flour and wheat were about three hundred million bushels.

"In view of the fact that most European countries have guaranteed their producers considerably more than our minimum price, it is conceivable that we might ask them more than our government price basis, since the United States will dominate as an exporter, holding the main supply, but as this would be national profiteering in a sense, it would of course not be thought of. Matters of finance will also largely control the market in which many European countries can buy. If our present outlook for the wheat crop is realized, should have around six hundred million bushels of surplus, and after giving Europe what they will require, we will have left a comfortable carry-over against the harvest of the following year. Assuming that Europe will need this supply, the only reason left for a lower resale price would be an arbitrary reduction to the consumer in the United States.

"I greatly doubt if this would accomplish the object aimed at, namely, to reduce the cost of other foodstuffs. For several reasons, wheat has an independent value as food, especially in Europe. Suggesting lower prices for wheat next year would tend to discourage the planting of another large wheat crop. Can we afford to take chances on small crops in the light of past experience? As the farmer is now confronted with heavy costs in producing crops, it would seem unwise for the government to do anything arbitrary, tending to discourage the farmer's efforts in production. With the end of the coming year of control, we all confidently believe and hope that the grain markets and grain production can be returned to the natural operation of the law of supply and demand, which under normal conditions is the safest kind of regulation."

SAN FRANCISCO DISTRICT FREIGHT TRAFFIC COMMITTEE—DOCKETS

Docket 1706—(Hearing 10 A. M., July 9th)—Green coffee, carloads, from San Francisco to Billings, Montana. Proposal to reduce rate.

Docket 1707—(Hearing 10:15 A. M., July 9th)—Plaster board, carloads, San Francisco to Tonopah, Nevada. Proposal to reduce rate from $1.15 to 75 cents per 100 lbs., minimum weight 60,000 lbs.

Docket 1710—(Hearing 11 A. M., July 9th)—Magnesite, carloads, San Francisco to Floriston, Cal. Proposal to cancel commodity rate.

Docket 1713—(Hearing 2 P. M., July 9th)—1. Organs, (not including folding organs) for export; 2. Pianos, for export; 3. Silk and satin goods, for export. Proposal to eliminate organs (not including folding organs) and pianos from exception to the $1.75 rate. Remove character (Star) in connection with silk and satin goods thereby eliminating the application of the $1.75 rate to all points.

Docket 1714—(Hearing 2:15 P. M., July 9th)—Road making materials, straight carload. Proposal to reduce rate, Aurora, Ill., to Pacific Coast ports, from $2.21½ to $1.00 per 100 lbs., minimum weight 36,000 lbs.

Docket 1715—(Hearing 2:30 P. M., July 9th)—Storage in transit—Potatoes and onions, from points in Idaho to points in California. Proposal to store in transit at Sacramento, at rate applicable on through movement from point of origin to final destination, plus 3 cents per cwt.

Docket 1719—(Hearing 3:30 P. M., July 9th)—Volcanic ash, carload. Proposal to reduce rate, Tonopah, Nevada, to San Francisco, from 86½ to 35 cents per 100 lbs.

Docket 1720—(Hearing 3:45 P. M., July 9th)—Lime rock, carloads, from Pitt, Cal., to San Francisco. Proposal to reduce rate.

Docket 1721—(Hearing 4 P. M., July 9th)—Earths, infusorial (fossil flour, fossil meal, kieselguhr) carloads. Proposal to reduce rate, Reno, Nev., to San Francisco, from 63 cents to 23 cents per 100 lbs., minimum weight 50,000 lbs.

Docket 1727—(Hearing 11:15 A. M., July 10th)—Cotton linters, uncompressed, carloads. Proposal to reduce rates from Texas points to California terminals and intermediates.

Docket 1728—(Hearing 11:30 A. M., July 10th)—Sugar, in packages, carloads. Proposal to reduce rates from Betteravia and Alvarado, Cal., to San Francisco.

Docket 1730—(Hearing 2:15 P. M., July 10th)—Bed weights, carloads. Proposal to cancel commodity rate, San Francisco and Oakland to Los Angeles.

Docket 1731—(Hearing 2:30 P. M., July 10th)—Fresh fruit, carloads. Proposal to reduce rates from Biola, Fresno, Tulare, etc., to San Francisco, Oakland and San Jose.

Docket 1738—(Hearing 10:30 A. M., July 15th)—Cotton seed oil in packages or in tank cars, carloads. Proposal to reduce rate, Los Angeles to San Francisco, from 34½ cents to 28 cents per 100 lbs.

Docket 1740—(Hearing 11 A. M., July 15th)—Vegetable and fish oil, carloads. Proposal to reduce rate, Pacific Coast ports to Eastern points, from $1.12½ to 90 cents per 100 lbs.

Docket 1741—(Hearing 11:15 A. M., July 15th)—Boxboard and strawboard, straight or mixed carloads. Proposal to reduce rate from California terminals and intermediates to Eastern points, to 75 cents per 100 lbs., minimum weight 50,000 lbs.

Docket 1742—(Hearing 11:30 A. M., July 15th)—Bones, carloads, from points in Arizona and New Mexico to points in California. Proposal to reduce minimum weight from 40,000 to 30,000 lbs.

Docket 1748—(Hearing 3:15 P. M., July 15th)—Crude oxide of alumina. Proposal to reduce rate, Marysvale, Utah, to San Francisco, from $1.37 to 37½ cents per 100 lbs.

Docket 1749—(Hearing 3:30 P. M., July 15th)—Beverages made from cereals or fruit (non-alcoholic), carbonated or not carbonated, soda water (including domestic ginger ale), straight or mixed carloads, from Portland, Oregon, to San Francisco. Proposal to apply same rate on mixed carload shipments as now applies on straight carloads.

Docket 1754—(Hearing 10:30 A. M., July 16th)—Wheels, in white, ironed or not ironed; hubs, wooden spokes, poles, rims, shafts, ironed or not ironed, felloes, rough, square or rounded up, carloads. Proposal to reduce rates from Eastern points to California terminals and interemediates.

Docket 1755—(Hearing 10:45 A. M., July 16th)—Flooring, expanded metal; lathing, woven wire, corrugated, perforated or expanded; reinforcement, metal, concrete, N. O. S. Proposal to increase rate and reduce minimum weight, Eastern points to Pacific Coast ports, from 60 cents per 100 lbs., minimum weight 100,000 lbs., to 75 cents per 100 lbs., minimum weight 60,000 lbs.

Docket 1756—(Hearing 11 A. M., July 16th)—Fire extinguishers, carloads, New York City to California points. Proposal to reduce rate and increase minimum weight, to $1.65 per 100 lbs., minimum weight 30,000 lbs.

Docket 1757—(Hearing 11:15 A. M., July 16th)—Label holders (sheet metal), carloads. Proposal to reduce rate, Jamestown, N. Y., to California points, from $3.87½ per 100 lbs. to $1.52 per 100 lbs., minimum weight 36,000 lbs.

Docket 1758—(Hearing 11:30 A. M., July 16th)—Scrap rubber, carloads and less carloads. Proposal to reduce rates from California points to Eastern points taking Groups A, B and C rates.

Docket 1760—(Hearing 2:15 P. M., July 16th)—Fire stone (mica schist), carloads. Proposal to reduce rates from Eastern points taking A rates to California terminals and intermediates.

Docket 1765—(Hearing 3:30 P. M., July 16th)—Iron and steel, plate, No. 11 and heavier, punched or unpunched, bent or not bent, carloads. Proposal to reduce rates from Eastern points to California terminals and intermediates.

THROUGH BILLS OF LADING TO EUROPE

Mr. C. E. Spens, Assistant Director of Traffic, United States Railroad Administration, has telegraphed the Traffic Bureau concerning the authorization of through bills of lading to Europe via North Atlantic ports. The message is as follows:

"We are issuing instructions to restore through bills of lading via North Atlantic Coast on basis of terms as incorporated in terminal lines tariffs and which is the same basis as obtained at the time bills of lading were being issued prior to January, 1918. In other words, shippers will have to assume any demurrage or storage that may accrue at the port, we having failed to reach a satisfactory understanding with the steamship interests."

The Traffic Bureau has always opposed the arrangement described by Mr. Spens, and it is temporarily satisfactory only because he has been unable to secure greater concessions from the trans-Atlantic lines. We shall continue to press the Railroad Administration for further action toward having this burden removed from shipments.

CORRECTED IMPORT RATES

Owing to an error in telegraphic transmission, it is necessary to correct the list carried in last week's issue, to provide that the import rates authorized for handles, wooden, lacquered, button agate or porcelain, tables, stands and chairs, canes, wooden or bamboo, artificial flowers, and paper boxes, are for less-carload quantities and not carloads. Additional import rates will become effective July 7th and additional export rates July 10th.

THE DEMUTH INDUSTRIAL DEMOCRACY

This Chamber is indebted to Wm. Demuth & Company, of New York, manufacturers of pipes and smokers' articles, for literature describing a unique, simple and effective plan on industrial cooperation, which has been successfully employed in their plant for the past two years.

The plan is termed the "Demuth Industrial Democracy" and is modeled on the Federal Constitution of the United States, with a Cabinet, composed of the executives of the Company; a Senate, composed of the foremen and heads of departments, and a House of Representatives, elected by the whole body of workers.

Weekly meetings are held, and questions relating to wages, hours, holidays, labor turnover, quality and quantity of production, sanitation, and other subjects are discussed by the Senate and House, who meet separately, on the company's time. The Cabinet has the power of veto, but has never had occasion to exercise this power.

The plan provides for a dividend system by which the company and the employees share fifty-fifty any saving in the cost of production, whether resulting from increased output or saving in overhead. This dividend is paid every two weeks, in a separate envelope, marked "Employees' Dividend." In two years, this by-weekly dividend has never been less than 6½%, and it has been as high as 17½%.

The plan has resulted in establishing friendly relations between employer and employees, and has increased the quantity and quality of the plant's output. After a fair trial it is claimed that the plan is no longer an experiment, as it has been in actual operation for a period of two years, and while not perfect in all minor details, is an assured success.

It is a system of self-government, modeled upon our own Federal Constitution, by which the nine hundred men and women employees have a voice in running the plant.

The Cabinet and Senate are not elective bodies, holding their places by virtue of their positions in the business. The Cabinet is composed of the company's executives; the Senate of the foremen and department heads. The House of Representatives is elected by secret ballot from the whole body of workers, there being approximately one representative to every thirty workers. Workers to qualify as representatives, must understand the English language, and have been in the employ of the company for at least one year.

Each body elects its own officers, and standing committees, to which are referred all prospective legislation. The committees report to their respective bodies, and if legislation follows, the matter is brought to the next body for its action. To become a law, a bill must pass the House and Senate, and receive executive approval.

The Cabinet possesses veto power, but has not had occasion to exercise it during the two years that the plan has been in operation. Direct communication between the legislative bodies and the workmen is provided by the representatives who receive and transmit to the House all suggestions and complaints of their fellow-workers.

The Cabinet can initiate legislation by means of a message to the Senate or lower house.

At the outset, some of the workers received the idea coldly, others viewed it with suspicion. Their interest was aroused, however, in the profit-sharing plan, and they became quite enthusiastic, when at the end of the first two weeks, a 6½% dividend was declared.

The plant owners claimed that the plan was not introduced because of labor trouble, but because it appealed to them as a wise, liberal and paying policy, and a forward step in educating the workmen as to the value of co-operation. It is claimed that this plan is superior to other methods of profit-sharing as it is based upon a saving accomplished by the worker, in production, as well as overhead; furthermore, dividends are paid every two weeks, and the worker soon learns that he makes more money when every machine is running, and he and his fellow-workers busily employed.

The employers claim that their authority has not been impaired in the slightest, but on the contrary, it has been strengthened by reason of the fact that no important action is taken without the approval of the employees themselves. It is also claimed that labor turnover has decreased to a point where it is no longer a factor in the operation of the plant.

In view of war conditions, it has been found extremely difficult to determine whether cost of production has been reduced. In the opinion of the management, costs have been kept far below what they would have been under former conditions.

The most difficult task in connection with the installation of the plan was establishing confidence between the worker and the executive. Once convinced of the company's sincerity the co-operation of the workers was given wholeheartedly, and the by-weekly dividend system was a powerful factor in gaining this confidence.

Working hours were reduced from 53 hours per week to 50, and instead of resulting in a decrease, showed an increased production of about 8 per cent. A further reduction to 48 hours per week resulted in no decrease of production.

In connection with the Board of Education of New York City, English speaking classes were established for the benefit of foreign employees who did not understand the English language. The time spent in classes was divided equally between company and employee time. Ninety-five applications for citizenship papers were filled out by the employees of the company.

From the viewpoint of the workers in the establishment, the plan is an unqualified success. They feel that they are at least getting a square deal and have a real voice in the operation and management of the concern. They realize that increased efficiency in labor and the introduction of time saving machinery results in more money on pay day. They are learning something of the troubles and worries of their employers and are beginning to understand the mutual benefits which result from close cooperation.

The Demuth plan will commend itself to every employer seeking to insure friendly and mutually helpful relations with the workers of his establishment.

NEW INDUSTRY FOR SAN FRANCISCO

Jenkins Bros. Co., manufacturers of index cards and filing supplies, have commenced operations in their new factory at 148 First Street, where after October 1st they will employ continuously from 35 to 50 hands.

Mr. H. O. Jenkins, Secretary of the Company spent considerable time, looking over the bay section before determining on his location. When asked his reasons for selecting San Francisco, he stated that in addition to being the financial and distributing center of the Coast, this city possessed so many obvious advantages that it was difficult to enumerate them.

Knight-Counihan Printing Co.

SAN FRANCISCO
CHAMBER OF COMMERCE ACTIVITIES

Volume 6 | The Commercial, Financial, Industrial and Governmental Metropolis of the Pacific Coast | Number 28

Every Thursday —— July 10, 1919

National Free Zone Organization Started at New York Conference

Local Chamber Initiated Movement Which Has Resulted in Campaign for Free Ports

Almost two years ago, the San Francisco Chamber of Commerce started the machinery going, which resulted in the organization of a National Free Zone Organization at a series of meetings held in New York starting June 30th.

J. J. Dwyer, Manager of the Port Development Department of the Chamber, has taken an active part in the discussions at the New York meeting and was elected a director of the organization formed as well as temporary chairman, pending the election of officers this week.

The San Francisco Chamber of Commerce, after a thorough investigation covering a period of over eighteen months, deemed it essential that some sort of a national organization be formed in order to determine the necessary sort of legislation. Inquiry directed to the Merchants Association of New York and the Association of Commerce in New Orleans developed a nation-wide interest in the subject and was directly instrumental in bringing about the present meeting.

It was suggested to the two above named organizations that a meeting be held in New York; that the Merchants Association of that city should invite the Atlantic ports; the Association of Commerce of New Orleans the Gulf Ports; the San Francisco Chamber the Pacific Coast Ports. This line of action was carried out and the invitations to chambers of commerce and similar organizations went out in the names of the three bodies which had initiated the movement.

The conference has been reported a great success and much is expected to be developed and accomplished through its recommendations. Represented at the meeting were the following cities: Boston, New York, Philadelphia, Newport News, Baltimore, Savannah, Chicago, Detroit, New Orleans, Seattle, Oakland, San Francisco, Los Angeles, San Diego.

In addition to the above, the Shipping Board was represented by two delegates.

Hon. Wm. Kent, of the United States Tariff Commission, was present through urgent invitation, inasmuch as Mr. Kent has been most active in advancing the free zone idea throughout the nation and particularly urged the action of the San Francisco Chamber of Commerce.

In its constitution, the National Free Zone Organization adopted as its object "to bring about the establishment of a free zone system through appropriate Congressional action, to collect data regarding the free zones and to be prepared to assist in the establishment of free zones after the legislation has been obtained. Local projects shall be considered only in the light of their national advantage."

The constitution provides that the affairs of the association shall be in the hands of fifteen directors, seven from the Atlantic, one of whom shall be from the South Atlantic region, three from the Pacific Coast region and five from the region between the Great Lakes and the Gulf. Meetings will be held at least once a year. Besides Mr. Dwyer of this Chamber the Pacific Coast members of the Board are Wm. M. Garland of the Los Angeles Chamber of Commerce and T. S. Lippey of the Seattle Chamber of Commerce.

Following is a partial list of the directorate in addition to the Pacific Coast men; the balance have not yet been selected.

For the Atlantic Region—R. G. Rhett of the Charleston Chamber of Commerce, H. L. Ferguson member Newport News Chamber of Commerce and President of the Chamber of Commerce of the United States; Austin W. McLanahan, Baltimore Export and Import Board of Trade.

Mr. Dwyer reviewed to the meeting the campaign which had been carried on in the Pacific Coast States in the interest of free ports. He stated that an explanation of the term "free port" effectually destroyed opposition to the idea, as occasionally the term was confused with policies of protection and free trade. A free port, generally speaking, is a part of any port segregated for the conduct primarily of foreign commerce, and in order to guard against intrusion by unauthorized persons and for the better enforcements of laws and regulations, it is enclosed by substantial barriers on both land and water sides. This constitutes the "free zone," and from it all customs-house activities, except precautions against smuggling, are excluded.

Imported goods, entering a free zone, may be re-exported whether in original packages or otherwise, without payment of tariff dues or interference by customs officials. The same is true of raw materials, landed and worked up into manufacture inside the free zone and designated for re-export.

DUN'S REVIEW

Advance fall orders are coming in, in good volume in lines where samples have been put out, and with crop and weather conditions continuing all that could be desired, merchants are ready to contract ahead freely. Exporters are finding their business not as much affected by the tariffs put on by the U. S. Railroad Administration, as had been feared several months ago, and as shipping space offers, are forwarding merchandise in large volume; though the rates have virtually killed certain lines, that were formerly large. Large orders are being received from Central America, Mexico and the West Coast of South America for dry goods, underwear, and shoes, at attractive prices. Wholesale grocers have transacted an unusually good volume, on account of the approaching vacation season. Hardware and paints are fully up to recent weeks in volume, with collections good. Department stores report substantial increases over a year ago, the luxury taxes having apparently not affected sales at all. Resort trade continues good and the large city hotels are crowded, there being more tourists than ever before. Practically no change is noted in the canned and dried fruit markets. The packers are working on apricots and cherries now, with packers up to or above normal and most canners report whole pack entirely sold. Many lines of last years goods are entirely out of first and second hand and retailer's stocks are low, and prices advancing. The hop market is very active and prices firm. The lumber market is strong, prices are advancing and good demand in most grades prevails. An improvement in city building is noticed, mainly made up of smaller contracts. Country real estate is in better demands, but city property still moves rather slowly.

MONEY MARKET

The large amounts needed to move and pack the fruit crop naturally stiffen the money market and rates are firm or advancing. Good demand exists however, for first rate commercial paper, and bond houses report business good.

TRADE AT A GLANCE BY BRADSTREETS

SAN FRANCISCO

Wholesale and Jobbing Trade—Good.
Retail Trade—Good.
Manufacturing and Industry—Excellent.
General Conditions—Good.
Collections—Good.
Crop Situation—Good.

SEATTLE

Wholesale and Jobbing Trade—Good.
Retail Trade—Good.
Manufacturing and Industry—Active.
Collections—Good.
Crops—Good.
Activity in most lines.

SPOKANE

Wholesale and Jobbing Trade—Good.
Retail Trade—Active.
Manufacturing and Industry—Active.
Collections—Continue favorable.

PORTLAND

Wholesale and Retail Trade—Good.
Manufacturing and Industry—Fair.
Collections—Good.
Lumber—Active.

LOS ANGELES

Wholesale and Jobbing Trade—Good.
Retail Trade—Good.
Manufacturing and Industry—Active.
Collections—Good.

GOVERNMENT PLANS FOR AIRCRAFT STATIONS AND TERMINALS DISCUSSED

Meeting of Interested Civilians and Army Representatives Called by Chamber

As a result of conferences held by officials of the Chamber of Commerce with Col. H. H. Arnold, Aviation Officer of the Western Department, U. S. A., a meeting was held on Tuesday last in the San Francisco Commercial Club, at which full discussion was had of tentative plans for the location of aircraft stations and terminals, with particular reference to the claims of San Francisco in this connection.

Col. Arnold was called out of town just prior to the meeting and was represented by Lieut. George B. Fredell, who outlined the plans which have been made by the head of the Air Service in Washington. Arrangements have been made to locate stations throughout the country in the various large cities, including San Francisco and Los Angeles. The routes and stations will be used jointly by the Army and Post Office departments.

It was stated that this service will only be established in the cities, providing the municipalities provide landing places of the right size and location, without charge to the government. There will be furnished hangars, which must be kept up by the cities named as stations or terminals; also airplanes for flying and training purposes under the auspices of the Government.

Lieut. Fredell quoted the foregoing facts from a letter from the Chief of the Air Service, which letter was subsequently presented to the Mayor as head of the City Administration.

From the discussion, it developed that the only available site at the present time is the ground south of the Marina, including the Marina from the Yacht Harbor east to Buchanan Street and the land lying immediately south of there.

W. F. Benedict, Asst. Secretary to the Mayor and Supervisors Welch and Kortick, all being present, signified their intention of recommending to the Mayor that a committee be appointed to handle the matter for San Francisco. Robert Newton Lynch and George C. Boardman promised the fullest cooperation on behalf of the Chamber of Commerce, and the balance of those present, which included representatives of the Pacific Aero Club, the daily papers and the business interests, voiced united support for the project.

Following is a full list of those who participated in the conference:

Sidney L. Bibbero, of the Pacific Aero Club.

Mr. Pickering, Mr. Daniels and Mr. Lapworth of the Bulletin.

Lieut. Fredell, representing Col. Arnold.
R. B. Hale, of Hale Brothers.
Supervisors J. C. Kortick and R. J. Welch.
W. F. Benedict, Asst. Secretary to the Mayor.
John N. Murray, former U. S. Army Aviator and President of Local Organization of Service Men.
Frank B. DeLyle.
Mr. Nichols, of the Chronicle.
Mr. Swint, of the Call-Post.
Mr. Scott, of the Examiner.
Mr. Lynch and Mr. Boardman, of the Chamber.

CHARITIES ENDORSEMENT COMMITTEE

Annual Report of Endorsed Organizations

The Charities Endorsement Committee is at present engaged in obtaining from the various endorsed organizations, their annual financial statements, in view of the termination July 1, 1919 of the endorsement year.

After the reports have been checked up and examined by the committee, members will be notified through the columns of this paper of the endorsements granted for the ensuing year, to July 1, 1920.

Members already holding lists will receive a new list.

Members not having a list are requested to notify the Charities Endorsement Committee when one will be forwarded.

Individual Solicitors

Many inquiries are being made of the Charities Endorsement Committee by members, relative to solicitations by individuals for a variety of social welfare activities, conducted by themselves.

The Charities Endorsement Committee does not grant endorsement to individual efforts. The committee requires an organization with a directing personnel having reliability and accountability.

Members are warned against donating to unknown individuals, until they have communicated with the Charities Endorsement Committee who will investigate and report their findings.

For Information call Kearny 112 *and ask for the Charities Endorsement Committee.*

YOSEMITE HIGHWAY PROJECT NEEDS ADDITIONAL SUPPORT

Your Five Dollars Will Help Build Highway

Rudolph Spreckels, Chairman of the Yosemite Valley Highway Association, which is sponsoring the project to raise $1,000,000 to guarantee the construction of a paved, year-round highway from Merced to El Portal, announced today that the sale of $5 certificates for motor vehicle admission to Yosemite will be continued throughout California for an indefinite period.

Judging from reports received here, about 110,000 of the certificates have been sold. The entire issue of 200,000 entry slips must be disposed of before the State Highway Commission can begin work on the scenic boulevard through which it is proposed to open Yosemite to the world every day in the year.

Highway enthusiasts point out that although California has just voted a $40,000,000 bond issue for good roads the State's highway system will be incomplete without a paved boulevard to Yosemite.

If the $1,000,000 needed is raised this summer the road will be completed and thrown open to traffic by the 1921 season. N. D. Darlington, Chairman of the State Highway Commission, declares hundreds of returned fighting men will be employed on the project.

The Federal government is backing the plan to build the Yosemite highway. It will redeem the certificates of motor vehicle admission for 10 years. Each certificate is good for entry during any one season. Those who purchase the entry slips in blocks may re-sell them if they choose, as they are transferable.

The certificates are for sale by the automobile clubs, automobile dealers and by all chambers of commerce, leading hotels and stores.

FALL OF THE BASTILE

July 14, 1919—National French Celebration

The celebration of the Fall of the Bastile will occur Monday, July 14, 1919, under the auspices of a committee of prominent citizens, elected by the French Colony of San Francisco.

The ceremonies will take place at the Civic Auditorium. A program of speeches, musical and literary exercises will begin at 2 P. M. Among the speakers will be President of the Day, Mr. Raphael Weill; the Consul-General of France, Hon. J. Neltner; His Honor, the Mayor, James Rolph, Jr., and others.

At 8 P. M. a Grand Ball will be given, the admission to which will be fifty cents.

Throughout the ceremonies programs and souvenirs will be sold for the benefit of the French War Relief Funds. The programs and souvenirs have been donated by members of the committee and the whole proceeds will be turned over to the French Consul-General for distribution among French War Relief Funds.

The following gentlemen constitute the committee in charge of the celebration:

Honorary President—Hon. J. Neltner, Consul-General of France.

President—Mr. Raphael Weill.

First Vice-Presidents—Mr. Paul Verdier, Mr. Michel Weill.

Second Vice-Presidents—Mr. Pierre Ibos, Mr. J. Meillette.

Treasurer—Mr. Pierre Chanquet.

Secretary—Mr. G. Tessier.

Secretary on Finance—Mr. J. Andrieux.

SAN FRANCISCO'S PART IN "CALIFORNIA LIFE"

In the June 23rd issue of "California Life," which is dedicated to the charms of San Francisco as a summer resort, are many beautifully prepared pictures and beautifully worded articles drawing attention to the attractions of summer in our metropolis. It has been said thousands of times that we do not appreciate our gloriously cool climate in the summer which, when contrasted to the heat of other sections, cannot help but be responsible for greater efficiency in work and comfort at all times.

The location of San Francisco makes it possible within a short hour's ride to reach warmer weather should it be desired, although it is seldom so cool that full advantage cannot be taken of the wonderful parks and beaches which are a part of the city and so easily and quickly reached.

It is just comfortable.

LEATHER FOR SALE

The Sales Department of the Material Disposal Section of the Air Service, located at 504 Postal Telegraph Building, this city, offers for sale to the highest bidder:

28,565 square feet Chrome Sheepskins.

575 square feet Black Calf Leather (whole skins).

6,702 square feet 7 oz. Cowhide Leather (whole skins).

San Francisco Chamber of Commerce Activities

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For What You Want to Know —— Call KEARNY 112

FOREIGN TRADERS LEAD IN COOPERATION

Old Ideas of Business Secrecy Yield to Policy of Mutual Benefit

Fear of foreign competition is leading many business hrms to overcome their previous dislike for each other and to combine under the Webb-Pomerene Law; while the action of many Government agencies in eliminating competition during the war to facilitate greater production has forcibly impressed all business men with the benefits to be obtained from the mutual interchange of ideas.

Business secrets used to be considered a large part of the stock in trade, to be jealously guarded from all competitors. More recently it has become evident that such secrets were of but small value, in no way comparable to the profits to be obtained from the application of new ideas worked out by one individual to the trade as a whole.

This is specially noticeable in the field of foreign trade. Under the leadership of the National Foreign Trade Council, it has been possible to develop a spirit of mutual assistance, which was strikingly evident at the recent Foreign Trade Convention at Chicago. At that gathering of 2,000 of the leading foreign traders of the country, a Trade Advisor Service was organized to supply practical information to those desiring it. Seventy business men, each an expert in his own line, together with representatives of the Government trade agencies, were assembled to give out freely to all delegates the information which they had gained from personal experience in foreign markets. That it was a great success may be inferred from the large number of individual conferences arranged between Trade Advisors and delegates. Over 700 such conferences were held. The subjects ranged from the market for spruce in Italy to the need for pins in China.

Co-operation spells increased profits for all concerned, especially in foreign trade. The National Foreign Trade Council will maintain and amplify this information service at the next Convention, which is to be held in San Francisco on May 12-15, 1920.

AUSTRALIAN ADVERTISING AGENCY INVITES CORRESPONDENCE

H. M. Cowdroy advises the Chamber that he is in a position to take care of any kind of advertising and to furnish excellent mediums to American firms desiring to enlarge business relations in Australia. He gives his address as 23 Moore Street, Sydney, Australia, and promises results to anyone writing him at that address.

FOREIGN TRADE OPPORTUNITIES

3221. Marseilles, France. Party wishes to represent in France, exporters of food products, and other articles, which as yet are not represented in that country.

3222. Wanganui, New Zealand. Timber merchants in New Zealand desire to get in touch with exporters of Oregon Lumber and other building materials in cargo lots. Desire C. I. F. quotations.

3223. Santiago, Dominican Republic. Firm desires to get in touch with exporters of Siam and Rangoon rice.

3224. Arita, Saga-Ken, Japan. Manufacturers of porcelain, electrical accessories, and chemical apparatus, desires to get in touch with interested importers. Details on file at this office.

BRITAIN PREPARING TO REGAIN TRADE AND COMMERCIAL SUPREMACY

The National Industrial Conference Board has issued the following statement regarding the activity of British business men in preparing and looking forward to world competition:

Whether or not London, England, retains its former commercial supremacy, and perhaps only because of the habit of foresight bred by the long continuance of that supremacy, it is still true, broadly speaking, that important commercial movements in London are indicative of future movements elsewhere. Very great interest, therefore, attaches to the warning of the President of the British Board of Trade, who urges upon the Government the duty of providing effective protection for basic British industries.

In spite of all that we have heard of industrial disorganization of Europe, it is very evident that British business men are looking forward to the sharpest kind of world competition, reaching even into their home markets.

It is not to be supposed that these British preparations are wholly defensive, and it is equally fatuous to believe that the enormous productive power of Germany, quickened by the necessity of meeting her vast indemnity obligations, will not be a factor in the world's commerce. The sooner that American industry gets itself into a frame of mind to meet this competition by the necessary reductions in the cost of manufacturing, the more easily will its present advantageous position be maintained.

YOSEMITE VALLEY ATTRACTS THOUSANDS

The Department of the Interior reports that for the month of June, 1919, there was a heavier travel by far into the Yosemite National Park than has ever been recorded for any one month. June, 1919, brought a total of 14,635 visitors as compared with 8,213 for the same month last year, of which number 10,009 came in 2,797 private automobiles as compared with 5,992 people in 1,667 private cars in June, 1918. The total travel to June 30th for the current season was 22,571 in contrast to 12,126 up to the same date last year.

The Tioga Road was officially opened to travel on July 1st. Motorists are advised that while all necessary repairs have not yet been made, (a few short rough stretches still existing) the road is in a fair passable condition and entirely safe.

MARINE DEPARTMENT

9,500 tons of Mexican crude oil arrived in port last week from Port Lobos, Mexico, consigned to the Union Oil Company, in their Steamer Lompoc.

Several cargoes of oil were shipped from San Francisco to the Orient last week. The Shell Oil Company in the Steamer Pearl Shell exported 2,800,000 gallons of coal oil to Shanghai, the Standard Oil in the Acme shipped 2,823,870 gallons petrolite to Hankow, etc.

This department has been notified by W. R. Grace & Co., agents for the Johnson Line, of the following movements of their vessels. The Swedish Motorship Kronprinsessan Margareta to sail from Gothenburg for San Francisco direct, about July 10th, and sails from here for Scandinavian ports late August or early September.

The Swedish Motorship Lima to sail from Gothenburg about July 5th for San Francisco via Chile, loading at San Francisco late September or early October. The Swedish Motorship Pedro Christopherson to sail from Gothenburg about August 10th for San Francisco via Chile, loading here late October or early November. A regular monthly service thereafter will be maintained. The latter two vessels will be making their first visit to this port.

The Norwegian Steamer Key West arrived here last week to load a full cargo of barley for Europe, under charter to Strauss & Co. The vessel will take over 6,000 tons of the grain.

The Brig Geneva will take a cargo of lumber from Puget Sound Mills to Talara Bay, chartered for owners account by Balfour, Guthrie & Co.

The Ship James Rolph, with a cargo of barley loaded at Port Costa, arrived at Balboa June 26th after a record run of 46 days, and proceeded from Cristobal on the 29th for Queenstown. Capt. Olsen, the commander, was for many years master of the fast sailing ship John Ena, now one of the Standard Oil fleet.

Carrying the largest cargo of flour ever shipped from this port, the Shipping Board Steamer Mulpua, Capt. Randall Rogers, left here July 3rd for Europe via Newport News. Her cargo totaled 95,080 barrels. The vessel was launched from the Moore Shipyards on December 2nd last, and nets 4,604 tons.

Figures compiled by the Marine Department show the receipts of merchandise from foreign ports by water for the past six months to June 30th, as follows: 566,377 bags coffee, 7,593 bags cocoa, 34,872 tons Eastern coal, 7,386 bales kapok, 10,827 hides, 82,684 bales hemp, 10,318 tons nitre of soda, 39,060 tons and 119,632 sacks copra, 143,900 cases 444,547 barrels various oils, 7,691 rolls matting, 957,511 centals wheat, 194,525 cases rubber, 4,509 bales jute, 56,386 ingots tin, 396,792 packages rice, 451,390 sacks 14,400 tons sugar, 42,665 packages tea, 7,744 cases cigars, 2,973 sacks 221,000 cocoanuts, 444,260 packages Oriental merchandise, 41,609 packages silks, 220,439 bags beans, 39,605 bales gunnies, 11,440 packages spices, 294 boxes limes, 3,000 bales flax, 22,315 packages shoyu.

Receipts of Hawaiian Island products for the same period were: 4,693,266 bags sugar, 18,888 bags coffee, 8,340 bundles hides, 38,209 bunches bananas, 6,804 bags rice, 102,089 barrels molasses, 298 barrels tallow, 588 sacks wool, 377 cases honey, 1,267 bales sisal, 2,934 carts fresh pineapples, 542,824 cases canned pineapples, 7,752 sacks copra, 263 cases taro.

The exports of flour and grains from San Francisco by water for first 5 months of 1919 were 625,072 barrels flour, 2,000,782 centals barley, 178,851 centals beans. Partial shipments for June were 103,783 barrels flour, 408,192 centals barley, 10,971 centals beans.

The Rolph Navigation & Coal Company's Ship Golden Gate, which arrived at Honolulu July 1st with a cargo of coal from Newcastle, Australia, has been chartered by Balfour, Guthrie & Co. to load barley at San Francisco for the United Kingdom.

The British Tank Steamer Lumina of the Standard Oil Fleet which arrived here July 4th on her first visit to this port, is now loading a full cargo of oil for discharge at Taku Bar, China.

The Associated Oil sailing ship Marion Chilcott, with 2,300 tons of Hawaiian Island molasses, reached port on July 5th, after a passage of 25 days from Honolulu.

SAN FRANCISCO STATISTICS

Comparative for Month of June, 1918 and 1919

	June, 1918	June, 1919
Bank Clearings	$461,131,340.00	$552,141,341.00
Building Construction	1,111,089.00	1,492,842.00
Real Estate Sales	3,009,313.00	4,647,145.00
Postal Receipts	358,921.73	(Not available)
Exports (Mo. of May)	15,849,676.00	16,313,251.00
Imports (Mo. of May)	22,119,328.00	23,624,374.00
Tonnage Departures	442,349 tons	510,507 tons
Tonnage Arrivals	424,162 tons	449,169 tons

Comparative for Six Months Ending June, 1918 *and* 1919

	First 6 mo. 1918	First 6 mo. 1919
Bank Clearings	$2,593,588,869.00	$3,160,041,747.00
Building Construction	5,713,639.00	5,856,270.00
Real Estate Sales	16,098,124.00	21,908,114.00
Postal Receipts (5 mo.)	1,877,782.92	1,986,998.00
Exports (5 mo. ending May)	93,076,565.00	113,065,698.00
Imports (5 mo. ending May)	118,919,363.00	85,454,535.00*
Tonnage Departures	2,901,290 tons	3,003,413 tons
Tonnage Arrivals	2,762,712 tons	2,805,186 tons

*Decrease due to supplies for manufacture of munitions the importation of which has ceased.

TONNAGE MOVEMENT ANALYZED FOR SIX MONTHS ENDING JUNE 30, 1919

Compiled by Marine Department of San Francisco Chamber of Commerce

	ARRIVALS 1919		ARRIVALS 1918	
	Steam Tons	Sail Tons	Steam Tons	Sail Tons
Foreign ports	657,116	68,261	554,468	121,872
American (other than Coast)	442,399	27,778	293,013	42,432
Coast	1,349,440	260,192	1,362,682	388,245
Total	2,448,955	356,231	2,210,163	552,549
Total Number Vessels	2,224			2,313

	DEPARTURES 1919		DEPARTURES 1918	
	Steam Tons	Sail Tons	Steam Tons	Sail Tons
Foreign ports	855,029	74,666	605,213	77,257
American (other than Coast)	449,875	68,890	367,683	65,653
Coast	1,282,166	272,787	1,351,688	433,796
Total	2,587,070	416,343	2,324,584	576,706
Total Number Vessels	2,330			2,352

PLACEMENT BUREAU
REPORT FOR SIX MONTHS SHOWS EXCELLENT RESULTS

Since January 1, 1919, the Placement Bureau of the Chamber has filled positions of all kinds to the number of 617.

The purpose of the Placement Bureau has been to furnish to members of the Chamber opportunity of securing high-class executive help, without the formation of an absolute employment bureau, and conflicting in no way with already established private or public agencies.

Since the demobilization of troops began, particular attention has been given to the application of returned soldiers and sailors, and over two hundred discharged men have been placed since the first of the year.

Some exceptional openings have come to the attention of this department and in each case, the right individual has been secured for the position. Numerous out-of-town executive positions, such as managers of large industries, secretaries of chambers of commerce, etc., have been satisfactorily filled through this Bureau. Several large firms have secured representatives for foreign offices which positions required the services of very well trained executives.

The members of the Chamber are requested to make the fullest use of this Bureau. Attention is directed to the importance of advising the Secretary in charge of the bureau of the filling of any position which is listed as open. When an applicant from the Chamber is employed, instructions should be given to report back to the Bureau in order that the files may show the exact number of positions filled. It is roughly estimated that at least one hundred additional positions have been filed through the Bureau, of which we have no record.

DISCHARGED SOLDIERS AND SAILORS

185. Man recently discharged, age 28. Experienced accountant. Three years experience engineering field work, railroads and construction. Three years office work mining companies. Competent in handling payrolls, cost segregagations and general bookkeeping.

186. Young man recently released from U. S. Navy desires position that offers opportunity. College graduate. Three years electrical experience. Radio expert. Best references.

187. Young man, single, desires clerical position. Country banking experience.

GENERAL APPLICATIONS

1425. Experienced import and export man; familiar with the products and requirements of the Oriental markets; thorough European business training. Well connected locally has excellent references regarding his abilities and personal character. Wants position as executive or assistant in export department.

1426. Wanted position as bookkeeper, competent to take charge, by a double entry bookkeeper; over 20 years practical experience. References.

1427. Wanted position as accountant or salesman. Have had experience as manager of estates.

TRANS-PACIFIC MAILS

The following sailing dates and closing times of Trans-Pacific Mails are based on the latest information furnished by steamship companies. They are subject to change on notice. Paper mail for Hawaiian and Philippine Islands closes one hour earlier than time given.

Destination	Steamer	Leave	Date	Ordinary Mail Closes Ferry	Registered Mail Closes Ferry
Australia and W. Australia	Niagara	Seattle	July 15	9:20 am.July 13	8:00 pm.July 12
New Zealand	Niagara	Seattle	July 15	9:20 am.July 13	8:00 pm.July 12
China and Japan	Nankin	S. F.	July 17	10:30 am	10:00 am
	Emp. of Japan	Seattle	July 24	9:20 am.July 22	8:00 pm.July 21
Hongkong	Nankin	S. F.	July 17	10:30 am	10:00 am
	Emp. of Japan	Seattle	July 24	9:20 am.July 22	8:00 pm.July 21
Hawaii	Niagara	Seattle	July 15	9:20 am.July 13	8:00 pm.July 12
	Anyo Maru	S. F.	July 17	11:30 am	11:00 am
	Lurline	S. F.	July 22	2:30 pm	2:00 pm
Manila, P. I.	Nankin	S. F.	July 17	11:30 am	11:00 am
	Santa Cruz	S. F.	July 24	10:30 am	10:00 am
	Emp. of Japan	Seattle	July 24	9:20 am.July 22	8:00 pm.July 21
Dutch East Indies	Nankin	S. F.	July 17	10:30 am	10:00 am
	Emp. of Japan	Seattle	July 24	9:20 am.July 22	8:00 pm.July 21
Tahiti	Indefinite				

Straits Settlements.....Via New York unless specially addressed via Pacific steamers

SAN FRANCISCO FREIGHT TRAFFIC COMMITTEE—DOCKETS

Docket 1773—(Hearing 11 A. M., July 17th)—Fresh meat, carloads, originating at California terminals or intermediates, when destined to Atlantic Coast ports for export. Privilege of storage or freezing in transit at Omaha or Chicago is requested.

Docket 1782—(Hearing 3:30 P. M., July 17th)—Glass bottles, carloads. Establishment of an in-bulk provision in connection with the rates from San Francisco to points in Arizona, New Mexico and El Paso, Texas, is requested.

Docket 1791—(Hearing 11:30 A. M., July 22nd)—Hops, in machine pressed bales or in boxes, carloads. Proposal to reduce rate, Dos Rios, Cal., to San Francisco, from 81½ cents to 65 cents per 100 lbs.

Docket 1792—(Hearing 2 P. M., July 22nd)—Sugar in bags, carloads. Proposal to reduce rates, San Francisco to Santa Rosa, from 15 cents to 12½ cents per 100 lbs., minimum weight 60,000 lbs.

Docket 1796—(Hearing 3 P. M., July 22nd)—Cocoa beans, less carload. Proposal to reduce rates, Pacific Coast ports to New York City, from $4.00 to $1.87½ per 100 lbs.

Docket 1797—(Hearing 3:30 P. M., July 22nd)—Crushed or ground peach or apricot pits, carloads. Proposal to reduce rates from California terminals and intermediates to Eastern points.

BILL OF LADING DATE CHANGED

The effective date of the Commission's order in the bill of lading case has been postponed from August 8th to September 8th. This is done to prevent the waste that would be entailed if shippers were required to discontinue the use of their printed stocks of bills. The Commission disapproved suggestions that the old bills be stamped or endorsed to show that the new terms and conditions were to be considered as printed on the old bills. That suggestion was made by both shippers and the Railroad Administration.

The Traffic Bureau is still active in attempting to secure from the Interstate Commerce Commission a ruling under which a rubber stamp may be used.

PAYMENT OF LEGITIMATE LOSS AND DAMAGE CLAIMS AFTER EXPIRATION OF TWO YEARS AND ONE DAY PERIOD PROVIDED IN BILL OF LADING

The Traffic Bureau has been actively urging the United States Railroad Administration to authorize the recognition and payment of legitimate loss and damage claims regardless of the technicality invoked by the carriers where such claims had remained unpaid for a period of more than two years through no fault of the claimant. Advice has just been received from the National Industrial Traffic League to the effect that certain Eastern rail carriers have adopted a policy which is indicated in the following letter written in reply to a letter from the Assistant Secretary of the League:

"So far as I know, no circular in this connection has been issued to the Eastern railroads. The matter, however, was discussed at a meeting of the Federal and General Managers of roads in New England in May, called by the District Director, at which the conclusion was reached that loss and damage claims of merit would be paid regardless of this clause in the bill of lading."

The Traffic Bureau is still pressing the matter and hopes to secure the same treatment from carriers to this territory.

HONORS FOR NO-ACCIDENT WEEK GO TO WESTERN DISTRICT

The Central Western Region, comprising the territory from Chicago to the Coast and south of Ashland, Oregon, won over all the other regions in the country in the recent No-Accident Week conducted by the United States Railroad Administration.

Federal Manager W. R. Scott of the Southern Pacific and Western Pacific Lines, the Tidewater Southern and Deep Creek Railroads has received telegrams of congratulation from Regional Director Hale Holden and H. A. Adams, Regional Supervisor of Safety, testifying to the fact that the Western roads have again showed their supremacy in the realm of safety. Forty-eight out of sixty roads showed a clear record and the others reduced mishaps seventy-nine per cent over the same week in 1918.

STEAMSHIP LINES OF SAN FRANCISCO

The Foreign Trade Department has prepared at considerable labor a list of the steamship lines operating out of San Francisco which will be listed in full in the next issue of the "Activities." It is believed that this will be the only list so far published. Owing to the difficulty in getting responses from the various lines it may have inaccuracies and some lines may be left out. The department would appreciate receiving any corrections or additions. Lines which only carry the product of their owners alone, such as many lumber lines, are not shown.

RAILROAD ADMINISTRATION NOTES

Passenger and freight traffic conditions in the Central Western Region showed a decided improvement in June according to a report received by Federal Manager W. R. Scott of the Western and Southern Pacific Railroads from Regional Director Hale Holden.

While coal loading was less than for the same period last year when mines were working about full time, revenue freight loading in general showed gradual improvement. No congestions or accumulations are in evidence in the region.

California citrus fruit loading is increasing daily. One hundred and eighty-five fruit specials, averaging 38 cars to the train, or a total of 7,140 cars, were operated from California to the Missouri River and beyond during the first week in June. In the same period, 509 special oil trains, averaging 25 cars each, or a total of 12,677 cars were run from the Mid-Continent field. Kansas City livestock markets report an increase over last year of 5.5 per cent inbound shipments and 28.1 per cent outbound.

The labor supply in both car and locomotive departments in the Central Western Region for May was ample. In that month 82,182 men were thus employed as against 77,538 last year.

ATTENTION—CANNED GOODS PACKERS

The Chamber is in touch with New York firm desiring to represent canned goods packers in this vicinity. Firm will handle orders for domestic or export shipment.

TO PURCHASERS OF CASEIN

H. C. Nielsen & Co., 84 Clay Street, wants to sell commercial casein (dried milk curd) in carload lots or less.

"The hired laborer labors on his own account today and will hire others to labor for him tomorrow."—(Lincoln.) Buy W. S. S. They will help in 1924 to give the children an education; to buy a home; provide insurance, etc.

PAYING WAGES THROUGH A BANK ACCOUNT

Not long ago the manager of a big industrial plant in England saw several hundred of his employees crowded around the paymaster's window, drawing their wages. It struck him that this was not only a waste of their time, but that it was an undignified scramble for the money they had earned. He would not have liked to get his own salary that way. It seemed as though a more modern method of paying wages might be contrived.

Going back to his office, he worked out a plan that combines dignity, time-saving and thrift. This has been approved by the company, and is now optional with employees, many of whom are taking advantage of it.

Instead of asking employees to congregate around the pay window and wait their turn, they may open a checking account at any bank selected by themselves, and the company deposits wages each week to the employee's credit, in his own bank. The employee then pays household bills by check, draws out whatever cash is needed, and leaves the balance in the bank as savings. The company makes a further contribution to his account representing about five per cent interest on all the money which he is able to save.

Before the war, a dollar belonging to an employee and a dollar belonging to the employer, were seldom on speaking terms. They represented two entirely different kinds of money and had no association with each other on the employer's books, nor ever combined for teamwork.

But war finance broke down this "class consciousness" between the two dollars. When employees bought Liberty Bonds or pledged themselves to take a certain number of Thrift Stamps weekly, the employer volunteered to do the accounting, deducting bond payments from wages and slipping Thrift or War Saving Stamps into the pay envelope.

BUSINESS WANTS

W. F. Stevenson, Breckenridge, Texas, desires to get in touch with parties interested in California cattle ranches.

U. S. Sales Corp., 253 Empire Building, Seattle, Wash., is in the market to supply holly for the holiday trade this year.

Chowne Chemical Co., Ltd., 332 Water Street, Vancouver, B. C., wishes to get in touch with manufacturers of chemicals.

Charles H. Dieck, 901 H Street, N. E., Washington, D. C., is in the market for postcards showing San Francisco views.

D. C. Calcagni, Prop. Italica Art, 101 West 42nd Street, New York City, is in the market for San Francisco postcards.

A. Thompson MacCabe, 1322 East 47th Street, Chicago, Ill., desires to make arrangements with a San Francisco agent to handle the sale of toilet goods.

A. M. Whittington, 518 Boulevard, Shreveport, La., wishes to secure accounts to sell California canned and dried fruits, syrups, etc., in that market.

Phil B. Bakeart Co., 717 Market Street, San Francisco, is in the market for water buffalo horns.

B. W. Painter, Rt. 3, Box 122, Sacramento, Cal., is in the market for ready-cut houses.

Eli Lilly & Co., 50 First Street, San Francisco, are in communication with an Indianapolis firm that desires to secure accounts to sell California products in that market.

Will G. Steel, c/o Medford Com'l Club, Medford, Ore., is in the market for paper luncheon boxes.

Pharr Unit State Bonded Warehouse Co., Pharr, Texas, is in the market to dispose of broom corn.

Littlepage & Scruggs, 526 Gunter Building, San Antonio, Texas, desires to get in touch with publishing companies in this city.

J. E. Schwarz, 7715 Sycamore Street, New Orleans, La., is in the market to dispose of Louisiana moss suitable for upholstering.

Norfolk Varnish Co., Norfolk Down, Mass., is in the market for refined naphtha.

Dan Talmage & Co., 395 Greenwich Street, New York City, is equipped to handle California canned and dried fruit accounts in that market.

I. L. Schwartz, 504 S. 57th Street, Philadelphia, Pa., wishes to make arrangements to represent San Francisco manufacturers in that market.

No-Waste Food Bag, Inc., 691 Lincoln Place, Brooklyn, N. Y., desires to make arrangements for a representative to handle the sale of a food bag in this market.

Guy M. Smith, Box 123, Globe Ariz., is in the market for machinery to equip a cyanide plant.

O. G. Neumann, Apartado Postal 1746, Mexico, D. F., is in the market to dispose of copper, silver and gold mines.

M. E. Luton, Redding, Cal., is in the market for ventilating apparatus.

United States Forwarding Co., 55 Broadway, New York City, desires to get in touch with local forwarding agents and export houses.

Miss E. Johnson, 2622 Orchard Ave., Chicago, Ill., desires to get in touch with importers of Japanese goods.

Acme Sales Co., 1227 L. C. Smith Building, Seattle, Wash., is in the market to dispose of 8,000 new wooden fish barrels.

GOVERNMENT BIDS

Bids will be opened at the Zone General Supply Depot at Fort Mason on July 14th for leather and rubber cement, sewing needles, muriatic acid, hacksaw blades, paint brushes, fire extinguisher charges, carriage bolts, toe calks, files, hammer and adze handles, hinges, bar and sheet iron, paint, bar steel, sheet tin and turpentine; on July 17th for 2,500 tons hay and alfalfa.

Details and specifications are on file in the Exchange Hall of the Chamber of Commmerce.

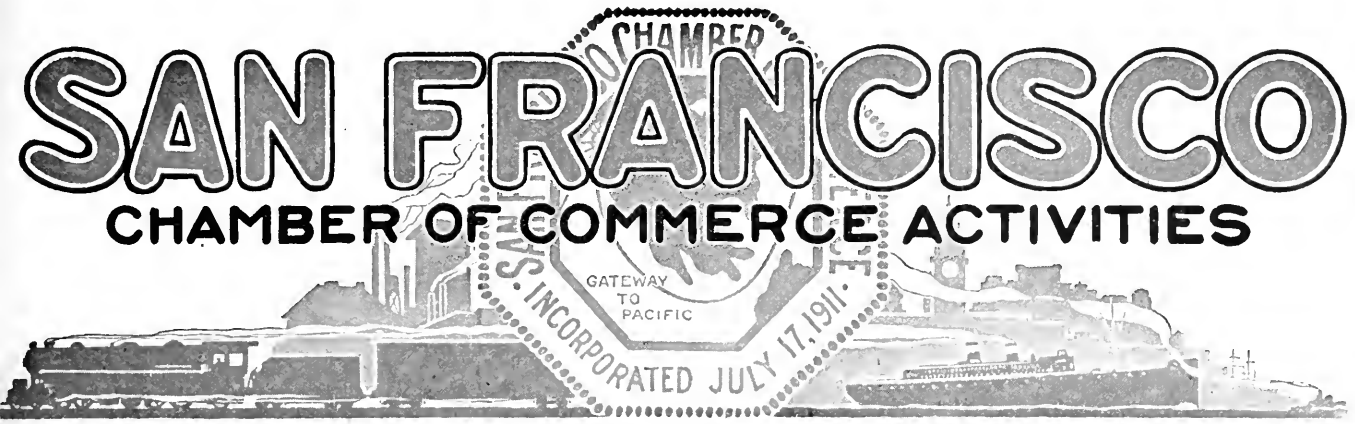
Bids will be opened by the Zone Supply Officer at Fort Mason on July 10th for canned asparagus, olives, olive oil, dried pears, apricots and figs; on July 14th for 30,000 baggage checks; proposals will be received by same department on July 23rd for sale of Government-owned scrap rope, hawser rope, rope net and skinnings.

Bids will be opened by the Deputy Zone Supply Officer, 324 Postoffice Building, Portland, Ore., on July 15th for ham, bacon, corned beef, butter, oleomargarine and lard.

Proposals will be received by the Material Disposal Section, Air Service, Postal Telegraph Building, San Francisco, for the sale of wire cable, nuts, washers, tapers, clevis and cotter pins, screws, nails, rivets and wire.

Knight-Counihan Printing Co.

SAN FRANCISCO
CHAMBER OF COMMERCE ACTIVITIES



Volume 6 | The Commercial, Financial, Industrial and Governmental Metropolis of the Pacific Coast | Number 29
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Lake Tahoe Threatened in Proposed Reclamation Project

Attention of Chamber of Commerce Drawn to Destructive Phases

Secretary of Interior Lane to be Requested to Give Impartial Hearing

The Board of Directors of the Chamber of Commerce at its meeting Tuesday gave serious consideration to a possible act by the Reclamation Service which would destroy a part of the beauty of the Lake Tahoe Region and might ultimately result in practical drainage of the lake itself.

For some years, the Reclamation Service has been endeavoring to secure authority to use the waters of Lake Tahoe for irrigation purposes and also to make use of them for power purposes. The latter service would be utilized by independent power companies.

The Department of the Interior has been favorable to the use of all waters for economic purposes, but it is felt that Secretary Lane is not sufficiently aware of the exact situation or the amount of damage which would be done to one of the natural beauty spots of California and, in fact, of the entire nation.

A hearing is to be held in Washington, D. C., on July 23rd, at which time arguments will be presented against the proposed action.

Briefly, the present plan would aid what is known as the Truckee-Carson project, which is almost entirely a matter within the State of Nevada, whereas Lake Tahoe is two-thirds located in California. Investigation and inquiry have developed the fact that other waters are available for the purpose and this has been substantiated by A. P. Davis, the Chief of the Reclamation Service, who bases the present plan on the fact that more money would be necessary for the other sources of supply.

The Chamber believes that all Californians, and particularly San Franciscans, will strenuously object to any destruction of the beauties of Lake Tahoe for anything except necessary economic reasons. It is therefore intended to address Secretary Lane, voicing the opinion of the Board of Directors of the Chamber in opposition to the proposed project and asking that an open, impartial investigation be conducted by engineers to determine the exact facts. The co-operation of other agencies will be solicited to back the stand of the Chamber in this matter. It is expected that the automobile associations and organizations such as the Sierra Club will coincide with the views of the Chamber.

Some time ago, the Reclamation Service considered the matter of placing a tunnel under Lake Tahoe and gradually draining all of the water out, leaving eventually a barren waste of rocks and debris. The present proposition, which would take but a few feet away at this time, might develop in the future into a wholesale reduction of the lake level.

Hundreds of thousands of visitors are attracted to California on account of Lake Tahoe. Consideration should be given to every economic phase of the matter before a ruthless onslaught is made upon the waters of this beautiful and picturesque scenic wonder.

DUN'S REVIEW

Except for slowing up in some lines on account of vacations, business continues very good, with indications for the immediate future also good. The dried fruit crop has been amply financed, the canners requirements have been met and green fruit shipments are moving heavily at very high prices, the only bad feature of the crop situation being the final realization that the wine grape crop will probably yield very little on account of prohibition. Some late sown grain will be short and is being cut for hay or pastured but other cereals are in good shape. Dairy products continue firm at good prices. Gold mines are still being operated only to minimum capacity, and the war demand for magnesite, chrome, etc., being off, these mines are gradually closing as they complete contracts, but otherwise money is very active. All of the grocery salesmen are taking their vacations at once, and several of the hardware houses are following the same rule, and only mail orders are being handled in these lines. Dry goods, men's furnishings and underwear continue in very good demand. Stocks of cloaks and suits are low, but good fall orders are being filled for factory delivery. Millinery is high priced but the trade reports pretty good demand. Dealers in auto accessories and tires are very busy, and where cars can be delivered, many sales are being made, but some dealers are short and cannot get cars from their factories. A great many tourist cars from outside States are seen on the streets, and the hotels are crowded, the tourist business being the largest, the State has ever enjoyed and the better class of retailers report substantial benefits from this class of visitors. Some large building projects are talked of but only some comparatively small jobs have been started.

MONEY MARKET

The dried fruit pack has been financed by agreement of a syndicate of banks to take acceptances, up to $20,000,000 which has materially improved the local money market. Rates are maintained however, though loans are easier.

TRADE AT A GLANCE BY BRADSTREETS

SAN FRANCISCO

Wholesale and Jobbing Trade—Good.
Retail Trade—Good.
Manufacturing and Industry—Active.
General Conditions—Good.
Collections—Good.
Crop Situation—Excellent.

SEATTLE

Wholesale and Jobbing Trade—Good.
Retail Trade—Good.
Manufacturing and Industry—Active.
Collections—Good.
Crops—Good.

PORTLAND

Wholesale and Retail Trade—Good.
Manufacturing and Industry—Fair.
Collections—Good.
Merchandise—Hard to get.

LOS ANGELES

Wholesale Trade—Good.
Retail Trade—Brisk.
Manufacturing and Industry—Good.
Collections—Good.
Strike of operatives in cloak and suit trade retarding that business somewhat.
Retailers in several lines report difficulty in getting Eastern shipments.
General Business Conditions—Very good.

SAN FRANCISCO CHAMBER OF COMMERCE BEARS ENVIABLE REPUTATION ABROAD

Representative of This Organization Reports Opinion of London and Other Business Centers

The Chamber has had the good fortune to have a direct report, through one of its representatives, of the feeling and esteem in which the San Francisco Chamber is held in London and other cities in that vicinity. N. B. Martin, who was a member of the organization staff prior to the war, has just recently returned from a year in service with the American Red Cross in London, resuming his place in the membership department of the Chamber.

Martin reports that during his stay in that country he had excellent opportunity to get into contact with the English commercial organizations, as well as the American Chamber of Commerce in London.

That San Francisco has been well advertised through this organization was the opinion expressed by Martin. Next to New York, San Francisco stands out as the preeminent port in the United States and probably the world. The business aggressiveness, as expressed by the Secretary of the American Chamber of Commerce in London, which has been exhibited by the local Chamber has most favorably impressed the Britishers and Americans doing business in England and France.

It was the privilege of this Chamber to represent the American Chamber of Commerce in London at the recent National Foreign Trade Convention. This was brought about through the splendid relations which have been built up between our own organizations and that of the American business men in London and was the result of a direct offer to represent them in case it was impossible for the latter organization to send a representative. The courtesy, and the broad policy of helpfulness behind the invitation, greatly pleased the American business men of London, according to Martin's report.

The London Chamber of Commerce also expressed to Martin its commendation of the San Francisco Chamber and stated that the weekly "Activities" were kept on file and read by the various officers of their organization in order to keep in close business touch with this port.

The Chamber has maintained for some time, in addition to the "Activities," a sort of semi-news service to foreign countries for the purpose of disseminating business information regarding San Francisco. Apparently the results of this have been good, putting San Francisco to the forefront in the foreign eye.

San Francisco is a world port and it is evident that the recognition which is due its position is freely given by other countries. Its future is assured, but the natural business progression can be hastened and expedited by our own efforts. The San Francisco Chamber of Commerce will continue, with the aid of its large and growing membership, to bring to our city all of the benefits that it should have.

TO AID MAIL SERVICE

Postmaster Fay again requests the cooperation of our members in the continued practice of tying up city mail separate and apart from mail addressed for delivery outside of the city.

Since the re-establishment of the uniform two-cent rate of postage, many firms have discontinued the practice, undoubtedly having the mistaken idea that this separation is no longer necessary, although as a matter of fact it is quite as essential as ever.

DEPARTMENT OF THE INTERIOR URGES NEW BUSINESS TRAINING

Engineering Phases of Economic Subjects Should Receive Emphasis

The Chamber is just in receipt of information from Mr. Glen Levin Swiggett, Specialist in Commercial Education of the Department of the Interior, regarding a recent conference on business training for engineers and engineering training for students of business which was called by the Commissioner of Education at the New Willard Hotel, Washington, D. C.

Leading educators of the country were present and addressed the meetings and particular emphasis was laid upon the necessity of training men along the lines of technical engineering.

Manufacturing industries are seeking engineers to qualify to serve in capacities requiring sound business training. Banks and brokers also need men with business training from the engineering point of view. In order to meet this demand the Conference Committee urges the study of the economic phases of the engineering subjects and is endeavoring to impress upon the educational institutions the desirability of the consideration of some plan of coordination to develop a course in preparation for those careers wherein practical training in modern languages, in the essentials of engineering and business theory and practice have been found to be both helpful and necessary.

WAREHOUSE SPACE AVAILABLE

The Chamber is in receipt of information from one of its members regarding a warehouse which is available for lease or sale.

The following is its description:

Corrugated iron warehouse; 5,000 square feet floor space;

Extension building with concrete floor 1,200 square feet floor space;

Two garages.

MEMBERSHIP CARD SEES SERVICE

The following letter has just been received from a member of the Chamber of Commerce who spent a part of his time recently in France:

"Enclosed find membership card which expired some time ago.

This card traveled to Camp Lewis, over the States to England, then France, through our training period; saw sixteen days of hard fighting in the Argonne and a campaign in Belgium and finally arrived in the U. S. and was discharged at Camp Kearny.

You will pardon the delay when you see that at no time was the San Francisco Chamber of Commerce forgotten."

REFERENDUM SUBMITTED BY NATIONAL CHAMBER OF COMMERCE ON REMEDIAL RAILROAD LEGISLATION

Local Chamber Does Not Agree in Each Instance With Findings of U. S. Chamber Committee

In view of the fact that railroad legislation is to receive early attention in Congress, the Chamber of Commerce of the United States appointed a committee to make a thorough study of the principles of a fundamental sort which should govern the future of the carriers.

A referendum was submitted to the component organizations of the National Chamber and following is the report of the Transportation Committee of the San Francisco Chamber of Commerce on this subject:

Referendum No. 28 of the Chamber of Commerce of the United States of America on the report of the Committee on Railroads on remedial railroad legislation, having been referred to the Transportation Committee of the Chamber, the Committee reports as follows:

Recommended that the Chamber vote in favor of the first eight paragraphs of the referendum, as follows:

I. The Committee recommends adherence to the policy of corporate ownership and operation, with comprehensive regulation.

II. The Committee recommends return of roads to corporate operation as soon as remedial legislation can be enacted.

III. The Committee recommends adherence to the period of federal control as now fixed unless and until impossibility of remedial legislation in this period clearly appears.

IV. The Committee recommends permission for consolidation in the public interest, with prior approval by government authority, in a limited number of strong competing systems.

V. The Committee recommends a requirement that railroad companies engaging in interstate commerce become federal corporations, with rights of taxation and police regulation reserved for states.

VI. The Committee recommends exclusive federal regulation of capital expenditures and security issues of railroads engaged in interstate commerce, with provision for notice and hearing for state authorities.

VII. The Committee recommends federal regulation of intrastate rates affecting interstate commerce.

VIII. The Committee recommends a statutory rule providing that rates in each traffic section shall yield an adequate return on a fair value of the property as determined by public authority.

The Transportation Committee recommends that the Chamber vote against paragraphs IX and X of the referendum. Paragraph IX is as follows:

IX. The Committee recommends payment into a fund of a share of the excess earned by any railroad system under application of the above statutory rule over an equitable minimum return upon fair value of property, this fund to be used as Congress directs for strengthening general railroad credit and increasing general railroad efficiency.

Waiving the question of legality of such a proposition, your committee believes that the administration of such a plan cannot be successfully carried out. The chief purpose of returning the railroads to private ownership is to bring about that wholesome competition in service which has passed away under government control. Taking from prosperous roads a part of their income to give to the weak roads, so as to

(Continued on Page 256)

San Francisco Chamber of Commerce Activities

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Merchants Exchange Building
465 California Street
San Francisco

For What You Want to Know —— Call KEARNY 112

SHIPPERS FOR BUENOS AIRES

The Foreign Trade Department has a letter from Smith-Eisemann Corporation, 217 Broadway, New York City, stating the Shipping Board are interested in sending a vessel from the West Coast to Buenos Aires. This firm has not enough cargo to fill the vessel and would like to get San Francisco merchants interested to the extent of providing enough tonnage to complete a load. We suggest those interested communicate either with this office or direct with the firm in question.

THE WEBB-POMERENE BILL

The Foreign Trade Department having had many inquiries for copies of the Webb-Pomerene Bill has secured a number of copies, which may be procured upon application to the Department.

OPPORTUNITY FOR REPRESENTATION IN DUTCH EAST INDIES

A business man from Holland, thoroughly conversant with and having been engaged in business in Holland and East Indies, will shortly leave for the East Indies and desires to get in touch with manufacturers, etc., interested in extending their business to that territory. Those interested can apply to the Foreign Trade Department.

MINING AND DREDGING MACHINERY WANTED

The Foreign Trade Department is advised that Mr. Arthur Norman Wakefield, Manager of the Siamese Tin Syndicate will arrive on the S. S. "Venezuela" July 17th. Mr. Wakefield is closely identified with tin production in the Straits Settlements and may be interested in up-to-date mining and dredging machinery.

TO MERCHANTS INTERESTED IN FRANCE

The Foreign Trade Department is advised by the Philadelphia Commercial Museum that they are about to send 30,000 pamphlets throughout France printed in the French language. At present they have 500 manufacturers whose names will be included and would be glad to hear from any San Francisco merchants desiring to be represented. Information can be procured at the Foreign Trade Department.

STEAMSHIP SERVICE, SAN FRANCISCO TO EASTERN COAST, VIA STRAITS

A few weeks ago reports were current that the Pacific Steam Navigation Company of Liverpool expected to establish a service from Pacific Coast ports to the East Coast of South America, via the Straits of Magellan. The Foreign Trade Department took the matter up with this Company and are just advised they have no present intention of establishing such a service.

FOREIGN TRADE OPPORTUNITIES

3225. Batavia, Java. Firm desires to correspond with manufacturers and exporters interested in trade with the Dutch East Indies.

3226. Kuala Lumpur, Straits Settlements. Firm desires to get in touch with exporters and manufacturers of goods suitable for the market in the Federated Malay States and Straits Settlements. Interested in machinery, electrical supplies, hardware, underwear, paints, estates and mining requisites, etc.

3227. Paris, France. Party desires to represent in France an American firm manufacturing or exporting hardware and small machines.

3228. San Francisco, Cal. Firm in Holland desires to get in touch with importers of demijohns, 1, 2 and 3 gallons, with matting around them, used for containing chemicals.

3229. Jaffa (Tel-ABib), Palestine. Firm would like to communicate with exporters of candies and chocolate. Desires samples, prices, conditions, etc.

3230. Alexandria, Egypt. Firm desires to be put into communication with firm desirous of exporting cotton goods, especially in cabots to Egypt, Sudan and Abyssinia. Also interested in chemicals.

3231. Johannesburg, South Africa. Firm is seeking managership for an insurance company, wishing to transact business in South Africa. Are also seeking representations for shipping companies desires to be represented in that section.

3232. Constantinople, Turkey. Firm would like to represent in the Near East and the Balkans, American firms dealing in leathers, shoes, rubber and manufactured articles.

3233. Colima, Mexico. Party desires to get in touch with firm making a specialty of small elevators and dirt scrapers. Details on file at this office.

CREDIT RATINGS OF FOREIGN FIRMS

The Foregin Trade Department, fully realizing the great value of reliable credit information in regard to foreign firms, has taken considerable interest in endeavoring to ascertain if some method could not be arranged whereby this would be available. Pending some definite plan, the Department is glad to advise that ratings are available from the National Association of Manufacturers, 30 Church Street, New York City, for a fee of $3.00 per report, also from the Philadelphia Commercial Museum, Philadelphia, Pa., for a fee of $1.50 per report. Both of these organizations the Department is informed have many thousand foreign firms already listed.

Mr. Wm. L. Vail, Director of the American Chamber of Commerce of Mexico, with headquarters in Mexico City, is in San Francisco and will remain until about July 1st. He will have headquarters here in Room 379 Mills Building, telephone Sutter 1436, and any members interested in business with Mexico who may desire information regarding business conditions there can consult Mr. Vail at the above address any day between 10:00 and 12:00 A. M., or he will be pleased to meet them at some other time by appointment.

RUSSIAN INFORMATION

The American-Russian Chamber of Commerce in New York which is represented in San Francisco by this Chamber is sending out many valuable bulletins. These are being sent to members who have expressed a desire to receive them but the list is very small compared to the number of business men who should be interested. If you want to receive them send a letter to the Foreign Trade Department and you will be put on the mailing list.

MARINE DEPARTMENT

Cocoanut oil to the amount of 8,490 tons was brought in the tanks of the Standard Oil Steamer Tahehee which arrived here July 6th from Cebu, Philippine Islands.

A very heavy cargo of barley was shipped by G. W. McNear, Inc., from this port last week on the Japanese Steamer Heijin Maru for a port in the United Kingdom. 110,935 centals were loaded on the vessel.

E. L. Eyre & Co. have taken another Shipping Board Steamer, the Mono, under charter for full cargo of barley from San Francisco for United Kingdom.

In the Panama service of the Blue Funnel Line, the British Steamer Astyanax will sail from San Francisco about July 23rd for Liverpool. Dodwell & Co. are agents for the line.

Balfour, Guthrie & Co., agents for the Harrison Direct Line, announce that the Steamer Crown of Toledo will leave this port about August 10th for London and Liverpool. The Steamer Crown of Galicia will follow about August 20th for Liverpool direct.

J. D. Spreckels & Bros. Co., agents for the Java-Pacific Line, announce that the Dutch Steamer Soerakarta will sail from San Francisco July 15th for Java, taking freight only. The ports of call include Batavia, Cheribon, Samarang, Soerabaia and Macassar. The Steamer Tjisalak carrying passengers and freight, follows on August 10th, and the Bintang during the month of September.

Bringing over ten thousand tons of Oriental cargo, the Shipping Board steel Steamer West Vaca, completing her first round trip, under charter to the Pacific Mail S. S. Co., arrived in port on July 7th. Principal commodities manifested were: 7,231 cases and 7,639 barrels various oils, 611 cases cigars, 500 packages antimony, 1,070 packages Chinese provisions, 7 barrels wine, 135 cases eggs and albumen, 13,134 bales hemp, 7,306 pieces hardwood, 4,220 bags peanuts, 11,465 bags rice, 10,930 chests tea, 100 cases walnut meat, 120 packages rattan furniture, 56 bags gum copal and curios, skins and 200 bags beans.

The Pan-American Line Steamer San Antonio reached port on the 8th from Punta Arenas via Mexican ports, with 6,253 bags coffee and 5,000 bags sugar consigned to Schwartz Bros. and Lastreto & Co.

The Rolph Navigation & Coal Company's sailing ship Wm. T. Lewis, sailing shortly for the United Kingdom, has on board 69,821 centals of barley, shipped by Balfour, Guthrie & Co.

The Davenport S. S. Line's Steamer Fairhaven was among last week's arrivals from Mexican ports, with 14,961 bags coffee and 50 cases limes.

The State Board of Pilot Commissioners have appointed Capt. J. M. Healey to the vacant position in the force of the San Francisco Bar Pilots, caused by the death of Capt. Frederick Mathieson. Capt. Healey has been in command of the U. S. Transport Sherman.

Repairs will have been completed on the San Francisco & Portland S. S. Co.'s Steamer Rose City, in time for the vessel to resume service between San Francisco and Portland on July 22nd, on which date she leaves this port.

The Steamer West Kasson arrived from San Pedro where she was built for the United States Shipping Board, and started loading for Manila, Hongkong and Shanghai, under charter to the Pacific Mail S. S. Co. She will leave out on July 19th. The West Vaca gets away on July 26th for the same ports.

The Steamer Centralia which has been plying in the Mexican and Central American trade out of this port for the past two years in the Stark Mason Line, has been withdrawn from that service, and will go back in the coast lumber carrying business in which she operated for many years.

The Robert Dollar Company have purchased two sailing ships and a British steamer during the past fortnight. From the Standard Oil Company they took over the four-masted steel ships John Ena and Dunsyre. The War Melody, 4,040 net tons, built at Belfast last year by Harland & Wolff, is the new steamer to be added to their fleet.

The Matson Liner Lurline arriving on the 15th brought 101,437 bags sugar, 273 crates fresh pineapples, 1,664 bunches bananas, 1,000 tons molasses, 887 bags coffee, 1,249 bags rice, 255 tons merchandise and had 74 passengers from Honolulu. The Coconino arriving last week from Hawaiian Islands brought 79,884 cases canned pineapples and 93 tons merchandise.

LINE OF FAST FREIGHT STEAMSHIPS TO BE ESTABLISHED BETWEEN ATLANTIC AND PACIFIC COASTS

For some time past the Chamber has been corresponding with the various Atlantic Coast ports with regard to the institution of direct steamship service between this port and Atlantic Coast ports. Recently an announcement was made of the establishment of a line of fast freight steamships via the Panama Canal with Philadelphia as the chief port of call on the Eastern Coast and San Francisco and Los Angeles on the Pacific Coast. Announcement of this service was made by Mr. Thomas C. Bond of Los Angeles in Philadelphia some few days ago and it is expected that three ships will be put into service almost immediately.

Ships will probably stop at New Orleans both going and coming and the service may later be extended to Honolulu.

ORIENTAL AND SIBERIAN REPRESENTATION WANTED

The Chamber is in touch with man who has just returned from a six months trip to China and Siberia, and who is desirous of getting connections with firms wanting business in the Orient and Siberia. He expects to return to these countries in the early fall and would like to represent interested firms, particularly those dealing in machinery of all kinds, especially tractors and railroad equipment.

CHARITIES ENDORSEMENT COMMITTEE

Safety First

In order to safeguard members against irresponsible or fraudulent solicitors, the Charities Endorsement Committee will supply to members requesting the same, for display in their office, a "NOTICE TO SOLICITORS" card of dignified appearance.

This department is advised by many members displaying the notice, that numerous solicitors do not linger long, once they sight the card.

The services of this department are for the use and benefit of the membership.

The saving to members and the community generally, through the work of the Charities Endorsement Committee, is enormous.

Members using this department are gratified at results obtained for them.

WHEN IN DOUBT call Kearny 112 and ask for the Charities Endorsement Committee.

OPPORTUNITY FOR REPRESENTATION IN AUSTRALIA

A prominent Australian merchant is in the City and desires to get in contact with exporters of raw materials, machinery firms, heavy chemicals and industrial minerals, who would like to be represented in Australia, also with shipping firms to act as correspondent. Those interested may communicate with the Foreign Trade Department.

PLACEMENT BUREAU

DISCHARGED SOLDIERS AND SAILORS

188. Aggressive salesman wants a job on commission or salary. Live wire, thoroughly familiar with planning and executing sales campaigns, eight years experience in selling and advertising. Wants to locate permanently in San Francisco; desires to get in touch with high-grade selling proposition. 32 years of age.

189. Construction engineer; technical graduate with five years experience on design and construction desires position. Discharged from U. S. Engineers.

190. Discharged soldier with nine and one-half months over seas service with 91st division, desires clerical position with some good firm. Salary no object but wants a chance for advancement. Two and one-half years experience with steamship firm.

191. Wanted position with firm engaged in exporting and importing business. South America preferred. One year's experience as shipping clerk and speaking knowledge of Italian.

192. Graduate civil engineer recently discharged from Army desires position which will lead to salesmanship.

193. Young man, with some construction experience, with executive ability and best of references wishes position with reliable construction concern.

194. Released sailor desirous of obtaining clerical position, can qualify for any position but stenographer.

195. Engineering salesman desires connection with San Francisco firm; university graduate, eight years experience including shop, construction, drafting, production, estimating and cost accounting. Highest references furnished. Open for immediate engagement.

196. Engineer and cost accountant, university graduate, eight years experience mechanical and electrical. Thoroughly conversant with modern production, purchasing, draughting, estimating and cost accounting. Cost accounting systems installed. References.

197. Young man, neat appearance, good personality, would like to connect with an import and export firm that offers advancement to one of ability and perseverance. Have had two and one-half years steamship experience, have a thorough knowledge of import and export routine, moderate salary.

GENERAL APPLICATIONS

1428. Married man, age 36, with 18 years combined importing and exporting, traffic and shipping experience, desires to locate in the Orient with established importing and exporting concern. Best of references.

1429. Manufacturing superintendent and efficiency engineer, 12 years experience, open for immediate engagement.

1430. Would like position not entirely inside. Have oil fields supply experience, handling of trucks, hauling of material, handling men, pay clerk and pay roll. Import and export work that would involve handling of material at docks or warehouse.

1431. Salesman, who is a producer of 12 years experience in selling specialties on the Pacific Coast and who has sales managers experience with two local firms, desires change in business connection. Age 32, married.

CANCELLATION OF OBSOLETE RATES

District freight traffic committees are now operating under the following arrangements with respect to the cancellation of alleged obsolete rates:

(a) To docket applications for public hearing in such manner as to show clearly what rates or provisions its proposed to cancel;

(b) As to cancellations, the application to include the following: "These rates (subject to any general advance or reduction made in the meantime) to be restored by publication on one day's notice should any movement thereunder develop within one year from date of cancellation;"

(c) Application for cancellation of obsolete rates not to include any other changes in rates or application; nor to cancel rates for any other reason than the fact that they are obsolete;

(d) Cancellations not to be made via one route because no freight is moved via that route when it has been moving via another route. If for good reasons a particular route should be cancelled, separate application should be made.

FEATURES OF CALIFORNIA INDUSTRY AND LAND SHOW

A miniature rice field, a cotton gin, a plant for dehydrated vegetables, are among the many exhibits planned to exploit some of California's major industries.

The planting of rice, the harvesting, along with a tiny mill, will tell the story of the rice industry in California.

Coordinate with the display of these commodities will be maps from the Department of Agriculture, showing further available lands for these products.

These are to be shown at the California Industries and Land Show, to be held at the Exposition Auditorium, San Francisco, under the auspices of the Home Industry League, October 4th to 19th.

ADOPT MEASURES TO PREVENT CAR SHORTAGE

The Traffic Bureau is keeping in close touch with the situation existing and in prospect concerning freight car supply. The situation is that the sufficient supply of cars available for a time has changed and that there is now barely enough equipment to meet present demand. The largest grain crop in the history of the United States is being harvested and will be marketed this year. Practically all other crops promise unusual abundance. This means that the ability of the railroads to furnish cars for moving shipments offered will be taxed far beyond capacity. Therefore, all members are urged to at once adopt measures in handling their shipments to conserve equipment in every way possible. This can be done best by:

1st. Loading all equipment to full physical capacity wherever commercial conditions will at all permit.

2nd. Begin loading promptly and finish speedily.

3rd. Begin unloading promptly and finish speedily.

If everyone throughout the United States will adopt these measures the loss and inconvenience incident to car shortage will be minimized.

EXPORT RATE CONFERENCE

Arrangements have been made by representatives of Gulf and South Atlantic ports for conferences with members of the Shipping Board and with Director Chambers, of the Railroad Administration, July 15th, with a view to having the Railroad Administration make export rates from Chicago and other points in Central Freight Association territory and Western Trunk Line territory that will enable the Gulf ports to export and import in competition with North Atlantic and Pacific ports. The Shipping Board is to be asked to allocate ships to the South Atlantic and Gulf ports sufficient in number to make the rates which they hope the Railroad Administration will grant to enable the importers at the ports to make use of them.

The Traffic Bureau is closely watching the result of the above conference in the interest of the membership.

SAN FRANCISCO FREIGHT TRAFFIC COMMITTEE—DOCKETS

Docket 1798—(Hearing 10 A. M., July 23rd)—Mill rolls, returned for remanufacture or repairs. Proposal to cancel all special or reduced rates, intra-state or interstate, full tariff rates to apply after date of cancellation.

Docket 1800—(Hearing 10:45 A. M., July 23rd)—Grapes forwarded in open top lug boxes. Proposal to publish in tariffs specifications for packages, also specifications for loading methods.

Docket 1804—(Hearing 2:30 P. M., July 23rd)—Kelp ash, carload. Proposal to cancel Item 670, T. C. F. B. 3-M, covering kelp ash from California to Eastern points, and to add kelp ash to Item 655 of the same tariff.

Docket 1808—(Hearing 3:30 P. M., July 23rd)—Paper boxes, knocked down, cartons, egg-case fillers, envelopes and paper bags, less carloads. Proposal to reduce rates, San Francisco and Oakland to Portland and East Portland, Oregon, from 45 cents to 32½ cents per 100 lbs.

Docket 1812—(Hearing 10:15 A. M., July 24th)—Fishing poles, L. C. L., imported. Proposal to reduce rate, Pacific Coast ports to Texarkana, from $8.25 to $2.00 per 100 lbs.

Docket 1813—(Hearing 10:30 A. M., July 24th)—Trunk clasps, Trunk stays and trunk strap receivers, L. C. L. Proposal to reduce rates from Eastern points to California terminals and intermediates.

Docket 1814—(Hearing 10:45 P. M., July 24th(—Roofing, metal, (asbestos covered), in mixed carloads with asbestos articles as described in Item 2065 of T. C. F. B. Tariff 1-Q. Proposal to establish mixed carload rate as above described.

Docket 1816—(Hearing 11:15 A. M., July 24th)—Trees and shrubbery, less carloads. Proposal to cancel commodity rates from and to points in California.

Docket 1824—(Hearing 3:30 P. M., July 24th)—Nitrate of soda, carloads. Proposal to reduce rate, San Francisco and Oakland to Robert, Cal., from 11 cents to 4 cents per 100 lbs.

Docket 1826—(Hearing 10:15 A. M., July 29th)—Creosote, pitch and tar, carloads, from Utah common points to San Francisco, Los Angeles, Cal. and points taking same rates. Proposal to increase rates from 37½ cents to 60 cents in tank cars and 54 cents in packages.

Docket 1829—(Hearing 11 A. M., July 29th)—Refining oils, carloads. Proposal to reduce rates from Ora, Cal., to San Francisco, San Jose and points in the San Joaquin Valley to and including Mojave, Cal.

Docket 1830—(Hearing 11:15 A. M., July 29th)—Plumbers supplies, iron or steel, china or earthenware, straight or mixed carloads, from San Francisco to Portland, Oregon and Seattle, Wash. Proposal to establish mixed carload commodity rates in lieu of present straight carload rates.

Docket 1831—(Hearing 2 P. M., July 29th)—Chocolate, chocolate coating, cocoa and cocoa butter, carloads and less. Proposal to reduce rates, San Francisco to Grand Junction, Colorado, to 94 cents carloads and $1.87½ less carloads.

Docket 1833—(Hearing 2:30 P. M., July 29th)—Lumber and its products, carloads. Proposal to eliminate the absorption of terminal charges at San Francisco, Oakland and other bay points.

Docket 1836—(Hearing 3:15 P. M., July 29th)—Furniture stock, wooden, carloads. Proposal to increase rates from Eastern points to California terminals and intermediates.

Docket 1837—(Hearing 10 A. M., July 30th)—Flax spinners waste, carloads. Proposal to reduce rates, Pacific Coast ports to Eastern points, from $1.50 to 85 cents per 100 lbs., minimum weight 40,000 lbs.

Docket 1838—(Hearing 10:15 A. M., July 30th)—Iron or steel valves, less carloads. Proposal to reduce rates from Eastern points to California terminals and intermediates.

Docket 1840—(Hearing 10:45 A. M., July 30th)—Fertilizer all kinds, carloads. Proposal to reduce rate between San Francisco and Olinda, Cal., to 25 cents per 100 lbs.

Docket 1844—(Hearing 2 P. M., July 30th)—Malt flour (malzo), carloads. Proposal to reduce rates, California points to Eastern points, from $2.19 to 81 cents per 100 lbs.

Docket 1845—(Hearing 2:15 P. M., July 30th)—Tile slabs, carloads. Proposal to reduce rate, Eastern points to California terminals and intermediates from $1.12½ to 81½ cents per 100 lbs., minimum weight 50,000 lbs.

Docket 1847—(Hearing 2:45 P. M., July 30th)—Crude soda and soda ash, carloads. Proposal to cancel commodity rate from Keeler to San Francisco.

Docket 1850—(Hearing 3:30 P. M., July 30th)—Cement, carloads, between all points in California. Consideration as to proper minimum weight to be applied under certain rate, also question of establishing uniform minimum carload weight of 60,000 lbs., regardless of the freight rate applicable.

NEW FORM BILL OF LADING

As stated in our issue of July 3rd, the Interstate Commerce Commission announced under date of June 24th that the time when the new form must be used was advanced to September 9th. In this same order the Commission denied to shippers the use of a rubber stamp, the impression of which would bring the old form within the new requirements. Since receiving the foregoing the Traffic Bureau has again requested the Commission to authorize and prescribe some simple method under which the old forms may be used. At our request the members of the Pacific Coast Traffic League will present similar petitions to the Commission. The National Industrial Traffic League has also been asked to take like action providing they have not already done so.

Further advice is that a committee composed of railroads and steamship lines not under federal control has filed in the United States courts a petition in equity to restrain the bill of lading order of the Interstate Commerce Commission. In view of the uncertainty of the situation it is not believed advisable for members to proceed with the printing of the new bills of lading.

BETTER LESS CARLOAD SERVICE TO THE VALLEYS

A representative of the Traffic Bureau recently called upon officials of the United States Railroad Administration having jurisdiction in this territtory, placing before them a detailed criticism of the service now being given less carload shipments moving from San Francisco to destinations in the Sacramento and San Joaquin Valleys. The question of greater dispatch was thoroughly discussed, and as a result of this conference the carriers are now engaged in making a careful survey of the situation with a view of furnishing as far as possible a service that will be satisfactory to this locality. It is our intention to continue our activity until better schedules are assured.

TO RESTORE POWER TO STATE COMMISSIONS

Senator Sheppard, of Texas, who offered an amendment to the Cummins Bill, which provides for restoration of the rate-making powers of the Interstate Commerce Commission, to the end that state commissions would retain full control over intrastate rates, notwithstanding the decisions of the United States Supreme Court in the Shreveport and similar cases, has introduced in the Senate a bill providing for amendment of the act to regulate commerce, designed to carry out the purpose back of his proposed amendment to the Cummins Bill.

BUSINESS OPPORTUNITIES

Lipscomb & Sansom, 205 Slaughter Building, Dallas, Texas, wish to secure accounts to sell California canned products in that market.

J. L. Selden, 230 Ash Street, Portland, Ore., desires to make arrangements to represent San Francisco manufacturers in that market.

Terrell & Gibbons, Houston, Texas, desire to get in touch with importers of vegetable oils.

L. P. Lynch, R. 2., Weiser, Idaho, is in the market for diving apparatus.

Kuhara Trading Co., Ltd., Kohl Building, San Francisco, desires to get in touch with firms handling natural petroleum as they are interested in the export of this article.

M. M. Dickinson, Jr., 318 Oschner Building, Sacramento, Cal., desires to communicate with parties interested in embarking in the rice industry either milling or producing.

GOVERNMENT BIDS

Bids will be opened at the Zone General Supply Depot at Fort Mason on July 18th for twist drills, shoe nails, soap, grease, oil, paint, door locks, sal ammoniac, steel bars, stove bolts, stationery, index cards and filing cabinets; on July 21st for extension ladders, chalk line, machine screws, paper towels, flashlights bulbs, jute twine, step ladders, iron wire, and one large map of San Francisco; on July 22nd for coats and pants hangers, and six automatic numbering machines.

Proposals will be received at Surplus Property Division, Zone General Supply Depot at Fort Mason for the sale of Government-owned shovel, axe and pick handles, saddles, feed bags, horse covers, unslaked lime, padlocks, yellow ochre, canned tomatoes, corn, beans, green peas and baked beans.

Proposals will be opened by the Depot Quartermaster, U. S. Marine Corps, 36 Annie Street, San Francisco, on July 21st for the sale of canned tomatoes, dried prunes and evaporated peaches.

Details and specifications are on file in the Exchange Hall of the Chamber of Commerce.

MAGNUS FRUIT PRODUCTS CO. ENLARGES

The Magnus Fruit Products Co., formerly known as Magnus & Lauer, located at present at No. 139-141 Fremont Street, one of the leading Fountain Fruit and Syrup Houses of the West specializing and featuring California fruits in the manufacture of their pure fruit syrups and crushed fruits are making arrangements to move into the Whittier-Coburn Building, Beale and Howard Streets, where a new and modern factory with every conceivable appliance for sanitary fruit preserving and syrup manufacturing is now being installed.

The capacity of their new quarters is such as to enable the Magnus Fruit Products Co. to take care of the large business which is being created on account of the war-time prohibition act, and also to meet the requirement of their usual demands for Magnus products.

COFFEE ARRIVALS

The Green Coffee Association of the San Francisco Chamber of Commerce reports the following arrivals during the past week with coffee consigned to members:

July 7, 1919—S. S. City of Para, 36,240 bags of coffee.
July 7, 1919—S. S. Nanking, 13,742 bags of coffee.
July 8, 1919—S. S. San Antonio, 6,253 bags of coffee.
July 9, 1919—S. S. Fairhaven, 15,020 bags of coffee.

(Continued from page 251)

bring their net income up to a fair interest upon investment, tends to defeat this purpose of healthy competition and individual initiative. The question of sustaining the weak lines is an extremely difficult one, but it is believed that the better solution of the question lies in permission for consolidation contained in paragraph IV of the referendum. The weak lines would when consolidated with more powerful lines occupy a position similar to that of branch lines or feeders to the larger system, and the question of finances would then be handled by the individual corporation and not through government administration.

The accumulation of a fund for the purpose set forth in paragraph IX, namely, a fund to be used as Congress directs for strengthening general railroad credit and increasing general railroad efficiency, involves the government administration of this fund and the decision of some board, bureau, or public official, as to how, in what manner and to whom this fund shall be distributed. Such a plan would necessarily carry with it many of the deficiencies apparent in general government ownership and control.

Paragraph X is as follows:

X. The Committee recommends a federal transportation board to promote development of a national system of rail, water, and highway transportation and articulation of all transportation facilities.

Your committee recommends an unfavorable vote upon this section of the referendum.

All waterways should be left free for open competition without governmental interference, except for the purpose of sustaining such free competition. Combinations in restraint of such free competition are governed by the Sherman Anti-Trust Law and by the present provisions of the Shipping Board Act. Cities and communities situated upon the ocean or neighboring thereto are particularly concerned in preserving the freedom of ocean competition and thus bringing about what has been termed a sea level of rates, which is a level of rates brought about by fair and just competition between these carriers themselves. The plan is at best Utopian, and it includes not only a unification of rail and water carriers but also of automobile busses operating upon highways and "articulation of all transportation facilities," whatever the latter may mean. The phrase "all transportation facilities" includes drayage to and from the depots of the carriers. Many railroad tariffs carry provisions concerning drayage and absorption of the charge. A plan was proposed before the freight traffic committees of the Railroad Administration to bring about uniformity in drayage charges throughout the United States, but the matter was not pressed. The idea of unification and uniformity may easily be carried to an absurd result.

Furthermore, the constitution of such an additional federal board could only result in further complicating a highly complex subject. Whatever powers may be necessary or desirable to be exercised in connection with the subject involved in Section X can be conferred upon the Interstate Commerce Commission, which is an expert body specially constituted for the handling of just such questions.

Knight-Counihan Printing Co.

SAN FRANCISCO
CHAMBER OF COMMERCE ACTIVITIES

Volume 6 | The Commercial, Financial, Industrial and Governmental Metropolis of the Pacific Coast | Number 30

Every Thursday —— July 24, 1919

Arrangements Made to Bring Delegates from Far-Off Countries to Next Foreign Trade Convention

Special Steamers to be Furnished for this Purpose

The preliminary arrangements for the 7th National Foreign Trade Convention to be held in San Francisco May 12th to 15th, 1920, are being formulated at this time. Many new features will be inaugurated by way of reception and entertainment for the delegates of this world-wide convention, for such indeed will be the scope as indicated by arrangements just completed with the Pacific Mail Steamship Company. This line has promised to have a special steamer from Calcutta to San Francisco and another from Valparaiso to San Francisco, stopping at the principal ports enroute to pick up delegates coming to the San Francisco Convention. These steamers will be first-class modern boats, names and schedules to be given out in the near future.

The San Francisco Chamber of Commerce will have charge of the local arrangements for the 7th National Foreign Trade Convention under the general direction of the Pacific Coast Committee of the National Foreign Trade Council consisting of Frederick J. Koster, Chairman, Robert Dollar and J. K. Armsby. These gentlemen are all Councillors of the National Trade Organization.

C. P. Converse, Pacific Coast Secretary of the National Foreign Trade Council will have charge of the details of the plans of the local and National Committee.

It is hoped to have a larger delegation in San Francisco in 1920 than attended Chicago in April of this year. It will be necessary to have some 2,000 representatives in order to do this.

Uncensored American News for the Far East

Believing that one of the principal factors in promoting foreign commerce in the Far East would be the dissemination of American news through a national medium, several months ago the San Francisco Chamber of Commerce through its Foreign Trade Department urged both the State Department and the Navy Department of the United States Government to utilize the Navy Radio service to send out such American news as would be of interest to the various countries of the Far East and in order to secure its wide distribution, urged that no charge be made for such service. The American Chamber of Commerce of China in Shanghai also had this matter up strongly endorsing the importance of such uncensored news.

The Chamber is gratified to learn from the Director of Naval Communication Service of the Navy Department that such arrangements have been made and, at the request of the State Department, it has agreed to handle this news free of charge insofar as the radio service is concerned. This news will be handled by radio to the Orient through Honolulu, Cavite (Manila) and Vladivostock for further relay by Vladivostock to Peking and Shanghai and the State Department is now making arrangements with the different countries in the Orient for the exchange of news. Mr. Clausen, a former representative of the Committee on Public Information has been delegated to get and circulate this news.

Great credit is due to both the State Department, the Navy Department and Mr. Clausen for the establishment of this service which will have a most valuable effect of placing American conditions and policies before the countries of the Orient.

The Chamber wishes to extend its hearty appreciation to the Hon. Julius Kahn, the State and Navy Departments and the American Chamber of Commerce of Shanghai for their co-operation and assistance.

NEW DEHYDRATING COMPANY TO MANUFACTURE PORTABLE FRUIT DRIERS

At 6718 Mission Street a complete demonstration plant for the dehydration of fruits, vegetables and other products is now being operated by the Dryall Food Products Company, a new organization which claims to have solved the problem of efficient and economical dehydration.

This company plans to sell forty or fifty of its Dryall Evaporators outright, in order to get the apparatus known as widely as possible, but has larger plans whereby it will distribute its driers on a co-operative basis, and ultimately establish the "Dryall" products through nation-wide advertising.

The new evaporator is the result of ten years investigation and study, and is protected by patents applied for in the United States and abroad. The evaporator is built in sections so that it can be erected close to production, thus doing away with long-distance hauling of fresh fruit and vegetables.

By a special device the Dryall Evaporator keeps the heated air in continuous motion, thus obviating the defect that has prevailed hitherto in many driers, whereby the "moist blanket" settled over certain portions of the product and prevented uniform evaporation.

Inquiries from all parts of the world are already coming into the office of this company at 112 Market Street. The officers of the Dryall Food Products Company are, J. Walter Key, M. D., President, H. D. Perry, Attorney, Vice-President, Wm. H. Allen, General Manager, and Sedgwick Crowe, sales manager.

TRADE AT A GLANCE BY BRADSTREETS

SAN FRANCISCO

Wholesale and Jobbing Trade—Good.
Retail Trade—Good.
Manufacturing and Industry—Active.
General Conditions—Excellent.
Collections—Good.
Crop Situation—Excellent.

PORTLAND

Wholesale and Retail Trade—Good.
Manufacturing and Industry—Fair.
Collections—Good.
Crops—Good.
Most lines active.

SPOKANE

Wholesale and Retail Trade—Active.
Manufacturing and Industry—Active.
Collections—Good.
Crops—Fair to good.
Lumber Market—Strong.

LOS ANGELES

Retail Trade—Good.
Wholesale Trade—Good.
Manufacturing and Industry—Active.
Collections—Good.

CHARITIES ENDORSEMENT COMMITTEE

War Charities Investigating Bureau Reorganized to Become Permanent Organization

The purposes of the National Information Bureau and the standards or requirements of national social agencies are outlined in the following article which appeared in the July 12, 1919 issue of The Survey:

"Having demonstrated its value as a clearing house for information regarding war charities, the National Investigation Bureau has just been reorganized and launched on a permanent program in which it will assist in the conservation and proper distribution of the charitable resources of the country. Under the name of the National Information Bureau, it now represents a cooperative effort on the part of contributors and national social agencies to accomplish three purposes: 1. to establish reasonable standards of administration and work for national agencies and the endorsement of agencies which meet these standards; 2. to protect the public from imposition; 3. to assist, so far as may be possible, national agencies in their efforts to adapt their programs and their work to each other and to the communities in which they are engaged.

The National Investigation Bureau was originally organized by the War Chests for the specific purpose of obtaining information concerning war charities. The reorganized bureau will act as a center of information concerning national and interstate social and philanthropic organizations. Such a clearing house should have special opportunity for service during the reconstruction period when established organizations are enlarging their fields and new activities are springing up daily. The experience of the bureau during the war goes to show that an endorsement agency can be more effective if it represents both the contributing public and the national agencies themselves than if it represents only the contributing public. For this reason, under the reorganization, national social agencies which meet the standards determined upon by the bureau are permitted to be active members and the board of directors will be composed equally of social workers and representatives of the contributing public.

In setting up the standards or minimum requirements for national social agencies, which were adopted at a meeting of the newly elected board following the reorganization conference recently held in New York, leading social workers already represented on the board were consulted. These requirements, ten in number, are as follows:

1. An active and responsible governing body holding regular meetings, or other satisfactory form of administrative control.

2. A necessary purpose, with no avoidable duplication of the work of another efficiently managed organization.

3. Reasonable efficiency in conduct of work, management of institutions, etc., and reasonable adequacy for such work, both material and personal.

4. No solicitors on commission or other commission methods of raising money.

5. No use of the "remit or return" method of raising money by the sale of merchandise or tickets.

6. No entertainments for money-raising purposes the expenses of which exceed 30 per cent of the gross proceeds.

7. Ethical methods of publicity, promotion and solicitation of funds.

8. Agreement to consult and cooperate with the proper social agencies in local communities with reference to local programs and budgets.

9. Complete annual audited accounts prepared by a certified public accountant, showing receipts and disbursements classified and itemized in detail. New organizations which cannot furnish such a statement should submit a certified public accountant's statement that such a financial system has been established as will make the required financial accounting possible at close of the prescribed period.

10. An itemized and classified annual budget estimate."

The reports of above organization will be kept on file with the Charities Endorsement Committee. Members desiring information—Call Kearny 112.

JAPANESE FIRM DESIRES WINERY EQUIPMENT

The Chamber is in receipt of information from a local exporting concern that a company in Japan desires to get in touch with firm who have for disposal a winery outfit. Will consider also American investment in proposition.

COMMERCIAL FOREIGN TRADE COURSE

The Butler School of Commerce, this city, advises the Chamber of a new course in training for foreign trade, separated into eight divisions as follows:

1. Sales Practice in Foreign Trade.
2. The Documents of Foreign Trade.
3. Foreign Exchange.
4. Principles of Ocean Transportation.
5. Ports and Terminal Facilities.
6. Staple Commodities of Commerce.
7. Tariffs and Treaties.
8. Export Combinations and the Webb Law Consular Practices.

WAREHOUSE SPACE DESIRED

Factory desires one or two story corrugated warehouse, located on spur track, not less than ten thousand square feet, but would prefer as much as fifteen thousand.

Rubber and tire company wants 10,000 to 12,000 square feet of factory space in vicinity of Market, Harrison and 8th Streets.

Prominent Los Angeles firm which has recently opened offices in San Francisco is looking for 2,000 to 5,000 square feet warehouse space, district east of 3rd Street, south of Market Street.

BUREAU OF MARKETS TO HOLD MEETING IN SAN FRANCISCO

The United States Department of Agriculture announces that its Bureau of Markets will hold a meeting in San Francisco on proposed rules and regulations of the Secretary of Agriculture under the United States Warehouse Act of August 11, 1916. This meeting will be held in Room 237 Merchants Exchange Building, August 3rd, 1919, beginning at 10:00 A. M.

A previous meeting was scheduled for June 18th but was unavoidably postponed.

METHOD OF MAKING COMPLAINTS TO SHIPPING BOARD

The Foreign Trade Department of the San Francisco Chamber of Commerce has received notice from the Examiner of the United States Shipping Board in Washington, that shippers, in making complaints to the Shipping Board, are not taking the proper method. The Board has issued a pamphlet, entitled "Rules of Practice" which can be seen on application to the Department, or copies can be procured by application direct to the Shipping Board Examiner, in Washington.

FOREIGN TRADE OPPORTUNITIES

3235. Paris, France. Party desires to communicate with firms desiring to be represented or wish to open new branches in France, in the following lines: food products; canned provisions, fruits, jams, preserves, cotton and wool goods, oils and greases, chemical products, tool and agricultural implements, leather, shoes and paper.

3236. Antwerp Belgium. Firm would like to represent in Belgium, exporters of coffee, cocoa, seeds, oil cakes, food products, dried and fresh fruits, preserves, rubber, ivory, wax, tobacco, etc.

3237. Santiago, Cuba. Commission merchant desires to represent in Cuba, exporters of food products. Especially interested in Rangoon or California rice.

3238. Saigon, French Indo-China. Firm would like to communicate with manufacturers of confectionery, who wish to export to Saigon.

3239. Athens, Greece. Import and export firm would like to correspond with manufacturers and exporters of machinery, chemical products, and pine, and with importers of tobacco, currants and figs.

3240. Madras, India. Automobile dealers in Madras, India, desires to get in touch with exporters of motor vehicles and accessories.

3241. Zagreb, Jugo Slavia. Firm desires to communicate with manufacturers and exporters desiring to extend their foreign commerce to Jugo Slavia.

PERMANENT EXHIBIT OF SAMPLES OF AMERICAN PRODUCTS AND INFORMATION BUREAU TO BE ESTABLISHED AT ALEXANDRIA

The Foreign Trade Department is in receipt of a communication from Mr. Carlo Mieli of Alexandria, stating that he is about to organize on an extensive scale, and under the protection of the United States Consul, a permanent exhibit of samples of American products and an Information Bureau. Manufacturers desiring to be represented should communicate with Mr. Mieli or with the U. S. Consul at Alexandria.

BRITISH CENSORSHIP

The San Francisco Chamber of Commerce is just in receipt of direct advice from Washington that effective July 23rd all British Cable Censorship is abolished. This has been for some time past been considered a vital issue by the foreign trade interests of this city and has received urgent attention by the Chamber through representation in Washington.

GULF MAIL LINE ELECTS OFFICERS

The Board of Directors of the Gulf Mail Steamship Company elected Lieutenant Commander A. N. Mitchell, U. S. N., retired, as Vice-President and General Manager, effective at once. Major R. G. Sullivan, late of the U. S. Transport Service, was appointed Assistant General Manager.

It was announced by the Company that this move was made in anticipation of increased shipping activity that will follow the release of Pacific boats now held in Atlantic trade by war conditions. Both Captain Mitchell and Major Sullivan are men of extended shipping experience, and they have been prominent in Pacific Coast Marine circles.

R. Demoro the dean of Pursers and for a long period of time associated with the Pacific Mail Steamship Co., will continue as Port Superintendent, and E. L. Bertaud with many years experience in traffic fields as Traffic Manager of the Company.

Steamship Lines Operating Out of San Francisco

The Foreign Trade Department has prepared at considerable labor a list of the steamship lines operating out of San Francisco. It is believed that this is the only list so far published. Owing to the difficulty in getting responses from the various lines it may have inaccuracies and some lines may be left out. The department would appreciate receiving any corrections or additions. Lines which only carry the product of their owners such as many lumber lines, are not shown.

EUROPEAN

UNITED STATES SHIPPING BOARD (Williams, Dimond & Co. operating), 310 Sansome Street.
American vessels.
Operate between: San Francisco and Europe.
Regular service. Cargo—No passengers.

JOHNSON LINE (W. R. Grace & Company, Agents), 332 Pine Street.
Number of vessels: Nine.
Nationality: Swedish.
Operate between: San Francisco and Scandinavian ports.
Regular service. Cargo—No passengers.

BLUE FUNNEL LINE (Dodwell & Company, Ltd., Agents), 2 Pine Street.
Nationality: British.
Operate between: San Francisco and United Kingdom.
Way ports: Panama Canal (Colon and Balboa).
Monthly sailings. Cargo—No passengers.

NORWAY-PACIFIC LINE, 485 California Street.
Number of vessels; Four.
Nationality: Norwegian.
Operate between: San Francisco and Scandinavian ports.
Regular service. Cargo—No passengers.

HARRISON DIRECT LINE (Balfour, Guthrie & Co., Agents), 350 California Street.
Nationality: British.
Operate between: San Francisco and United Kingdom.
Monthly sailings. Cargo—No passengers.

MAPLE LEAF LINE (E. C. Evans & Sons, Agents), 260 California Street.
Number of vessels: Seven.
Nationality: American.
Operate between: San Francisco and Channel ports.
Regular service. Cargo—No passengers.

EAST ASIATIC COMPANY, Ltd., 310 Sansome Street.
Number of vessels: One. (Expect to enlarge service soon.)
Nationality: Danish.
Operate between: San Francisco and Copenhagen.
Irregular service. Cargo—No passengers.

TRANS-PACIFIC

OCEAN SHIPPING AGENCIES, Inc., 485 California Street.
Nationality: Japanese.
Operate between: San Francisco and Oriental ports.
Irregular service. Cargo—No passengers.

OCEAN TRANSPORT CO., Ltd., 310 Sansome Street.
Number of vessels: Twenty-seven.
Nationality: Japanese.
Operate between: San Francisco and Orient.
Regular and irregular service. Cargo—No passengers.

TOYO KISEN KAISHA STEAMSHIP COMPANY, 625 Market Street.
Number of vessels: Six.
Nationality: Japanese.
Operate between: San Francisco and Orient.
Regular service. Passengers and Cargo.

ROBERT DOLLAR COMPANY, 230 California Street.
Number of vessels: Four.
Nationality: Three British, one American.
Operate between: San Francisco (via Vancouver) and Oriental ports.
Regular service. Cargo—No passengers.

STRUTHERS & DIXON, Inc., 343 Sansome Street.
Number of vessels: Four.
Nationality: American.
Operate between: San Francisco and Orient.
Regular service. Cargo—No passengers.

PACIFIC MAIL STEAMSHIP COMPANY, 508 California Street.
Number of vessels: Three.
Nationality: American.
Operate between: San Francisco and Orient.
Operate between: San Francisco and India.
Number of vessels: Two
Regular service. Passengers and cargo.

MATSON NAVIGATION COMPANY, 120 Market Street.
Number of vessels: Two.
Nationality: American.
Operate between: San Francisco and Philippine Islands.
Irregular service. Cargo—No passengers.

JAVA PACIFIC LINE (J. D. Spreckels & Bros. Co., Agents), 2 Pine Street.
Number of vessels: Five.
Nationality: Dutch.
Operate between: San Francisco and Dutch East Indies.
Regular monthly sailings. Passengers and cargo.

CHINA MAIL STEAMSHIP COMPANY, 510 Montgomery Street.
Number of vessels: Three.
Nationality: American.
Operate between: San Francisco and Orient.
Way ports: Honolulu, Yokohama, Nagasaki, Shanghai.
Regular service. Passengers and cargo.

GULF MAIL STEAMSHIP COMPANY, 1 Drumm Street.
Number of vessels: One.
Nationality: American.
Operate between: San Francisco and Orient.
Way ports: Samoa and Batavia.
Regular service. Cargo.

OCEANIA

UNION STEAMSHIP COMPANY OF NEW ZEALAND, (Hind, Rolph & Co., Agents), 230 California Street.
Number of vessels: Eight.
Nationality: British.
Operate between: San Francisco and Australia.
Way ports: Papeete, Rarotongo and Wellington.
Monthly sailings. Passengers and cargo.

OCEANIC STEAMSHIP COMPANY, (J. D. Spreckels & Bros. Co., Agents). 2 Pine Street.
Number of vessels: Three.
Nationality: American.
Operate between San Francisco and Australia.
Way ports: Honolulu and Samoa.

SOUTH AND CENTRAL AMERICA

GULF MAIL STEAMSHIP COMPANY, 1 Drumm Street.
Number of vessels: Three.
Nationality: American.
Operate between: San Francisco to Callao, and intermediate way ports.
Regular service. Cargo.

SOUTH AMERICAN PACIFIC LINE, 280 Battery Street.
Number of vessels: Four.
Nationality: Norwegian.
Operate between: San Francisco, Seattle, Southern California and South American ports.
Way ports: Salina Cruz, Guayaquil, Callao, Mollendo, Antofagasta and Valparaiso.
Regular service. Cargo—No passengers.

ALBERS BROS. MILLING COMPANY, 332 Pine Street.
Number of Vessels: Two.
Nationality: American.
Operate between: San Francisco and Central American Ports.
Regular service. Cargo—No passengers.

MERCHANTS LINE, (W. R. Grace & Company, Agents), 332 Pine Street.
Number of vessels: Four.
Nationality: American.
Operate between: San Francsico and ports in Ecuador, Peru and Chile.
Way ports: Guayaquil, Paita, Salaverry, Callao, Posco, Mallendo, Arica, Iquique, Antofogasta, Taltal, Coquimbo and Valparaiso.
Regular service. Cargo—No passengers.

TOYO KISEN KAISHA S. S. COMPANY, 625 Market Street.
Number of vessels: Three.
Nationality: Japanese.
Operate between: San Francisco and South America (to and from Japan).
Regular service. Passengers and cargo.

PAN-AMERICAN LINE, Merchants Exchange Building.
Number of vessels: Two.
Nationality: American.
Operate between: San Francisco and Mexico and Central America.
Way ports: La Libertad, La Union, Amapala and Corinto, Salina Cruz, San Jose de Guatemala and Acajutla.
Regular service. Cargo.

DAVENPORT STEAMSHIP COMPANY, 112 Market Street.
Number of vessels: One.
Nationality: American.
Operate between: San Francsico and Mexico and Central America.
Way ports: Mazatlan, Manzanillo and Salina Cruz, Champerico and San Jose de Guatemala.
Regular service. Cargo.

Steamships Operating Out of San Francisco—Continued

PACIFIC MAIL STEAMSHIP COMPANY, 508 California Street.
Nationality: American.
Number of vessels: Four.
Operate between: San Francisco and Balboa.
Regular service. Passengers and cargo.

ROLPH MAIL STEAMSHIP COMPANY, 60 California Street.
Number of vessels: Three. (Two additional shortly.)
Nationality: American.
Operate between: San Francisco and Central and South American West Coast ports.
Regular service. Cargo—No passengers.

MEXICO

GULF MAIL STEAMSHIP COMPANY, 1 Drumm Street.
Number of vessels: Three.
Nationality: American.
Operate between San Francisco and ports in Mexico.
Regular service. Cargo—No passengers.

DAVENPORT STEAMSHIP COMPANY, 112 Market Street.
Nationality: American.
Number of vessels: One.
Operate between: San Francisco and ports in Mexico.
Regular service. Cargo—No passengers.

PAN-AMERICAN LINE, Merchants Exchange Building.
Number of vessels: Two.
Nationality: American.
Operate between: San Francisco and ports in Mexico.
Regular service. Cargo—No passengers.

PACIFIC MAIL STEAMSHIP COMPANY, 508 California Street.
Nationality: American.
Number of vessels: Four.
Operate between: San Francisco and ports in Mexico.
Regular service. Passengers and cargo.

ALBERS BROS. MILLING COMPANY, 332 Pine Street.
Number of vessels: Two.
Nationality: American.
Operate between: San Francisco, Puget Sound, Mexico and Central America.

ROLPH MAIL STEAMSHIP COMPANY, 60 California Street.
Number of vesseis: Three. (Two additional shortly.)
Nationality: American.
Operate between: San Francsico and Mexican ports.
Regular service. Cargo—No passengers.

COASTWISE

PARR-McCORMICK STEAMSHIP LINE, 1 Drumm Street.
Number of vessels:
Nationality: American.
Operate between: San Francisco and Vancouver and Southern California.
Way ports: Portland and Seattle.
Irregular service. Cargo—No passengers.

ARROW LINE (Swayne & Hoyt), 430 Sansome Street.
Number of vessels: One.
Nationality: American.
Operate between: San Francisco and Marshfield and North Bend, Oregon.
Regular service. Cargo—No passengers.

SAN FRANCISCO AND PORTLAND STEAMSHIP COMPANY, Monadnock Building.
Number of vessels: One.
Nationality: American.
Operate between: San Francisco and Portland, Oregon.
Way port: Astoria.
Regular service. Passengers and Cargo.

LITTLE RIVER STEAMSHIP COMPANY, 112 Market Street.
Number of vessels: One.
Nationality: American.
Operate between: San Francisco and Humboldt Bay and Southern California.
Regular Service. Cargo—No passengers.

SUDDEN & CHRISTENSON, 110 Market Street.
Number of vessels: Seven.
Nationality: American.
Operate between: San Francisco and Southern California and Oregon ports.
Regular service. Cargo—No passengers.

E. J. DODGE COMPANY, 16 California Street.
Number of vessels: One.
Nationality: American.
Operate between: San Francisco, Southern California and Eureka.
Irregular service. Passengers and cargo.

S. S. FREEMAN COMPANY, 1 Drumm Street.
Number of vessels: Four.
Nationality: American.
Operate between: San Francisco, Southern California, Seattle, Columbia River and Puget Sound.
Irregular service. Cargo—No passengers.

HOBBS, WALL & COMPANY, 1 Drumm Street.
Number of vessels: Two.
Nationality: American.
Operate between: San Francisco, Southern California and Crescent City.
Regular service. Cargo—No passengers.

THE CHAS. NELSON COMPANY, 230 California Street.
Number of vessels: Nine.
Nationality: American.
Operate between: San Francisco, Puget Sound, Humboldt Bay and Columbia River.
Regular service. Passengers and cargo.

MATSON NAVIGATION COMPANY, 120 Market Street.
Number of vessels: Eight.
Nationality: American.
Operate between: San Francisco and Honolulu.
Way ports: Kahului, Hana, Honolulu, Hilo, Mahukina, Port Allen, Kaanapali.
Regular service. Passengers and cargo.

PACIFIC STEAMSHIP COMPANY, 112 Market Street.
Number of vessels: Twenty-one.
Nationality: American.
Operate between: San Francisco, Puget Sound, Alaska and Southern California.
Regular and tramp service. Passengers and cargo.

CHAS. R. McCORMICK & COMPANY, 1 Drumm Street.
Number of vessels: Nine.
Nationality: American.
Operate between: San Francisco, Southern California, Columbia River and Puget Sound.
Regular service. Passengers and cargo.

E. T. KRUSE, 24 California Street.
Number of vessels: One.
Nationality: American.
Operate between: San Francisco and Bandon, Oregon.
Regular service. Passengers and cargo.

UNION LUMBER COMPANY, Crocker Building.
Number of vessels: Four.
Nationality: American.
Operate between: San Francisco and Fort Bragg, Mendocino and Greenwood.
Irregular service. Cargo—No passengers.

CHAS. H. HIGGINS, 116 Market Street.
Number of vessels: One.
Nationality: American.
Operate between: San Francisco and Point Arena and Mendocino.
Regular service. Passengers and cargo.

HARTWOOD LUMBER COMPANY, 1 Drumm Street.
Number of vessels: Five.
Nationality: American.
Operate between: San Francisco, Southern California, Raymond and Aberdeen.
Regular service. Passengers and cargo.

ALBERS BROS. MILLING COMPANY, 332 Pine Street.
Number of vessels: Two.
Nationality: American.
Operate between: San Francisco and Puget Sound.
Regular service. Cargo—No passengers.

PACIFIC MILL AND TIMBER COMPANY, 1st National Bank Building.
Number of vessels: One.
Nationality: American.
Operate between: San Francisco and Coos Bay.
Regular service. Passengers and cargo.

MARINE DEPARTMENT

Williams, Dimond & Company have notified this department to post the following steamers as on the berth to receive cargo: Steamer West Aleta steams about July 28th for Copenhagen; Steamer Cansumet steams from here about August 15th for Liverpool; Steamer West Cayote steams from here about August 18th for London and Havre, the latter will call at San Pedro provided sufficient cargo offers; Steamer Eelbeck will leave from Seattle, Wash., and Portland, Ore., for London and Liverpool, the first half of August. Full information regarding rates, reservations, etc., will be furnished upon application.

Atkins, Kroll & Co.'s Motorship Palawan has been chartered to carry cargo of copra from Papeete to Marseilles at rate $85 per ton.

Two of the Geo. E. Billings fleet of sailing vessels have been fixed for voyages from the South Pacific and Australia for Atlantic and European ports. Their Schooner Ludlow sailed from Levuka on July 18th for Norfolk, Va., and the five-masted Schooner Henry K. Hall arrived at Melbourne July 17th to load for London.

Some of the local owned steam schooners which have been operating under charter, from Atlantic and Southern ports for the past two years, are returning to the home port and will be placed in the lumber carrying trade, the going rates at the present time being very renumerative. The steel Steamer Paraiso and the wooden Steamer Florence Olson of the Oliver J. Olson Line are now headed this way. Also the E. K. Wood Steamer Siskiyou will leave Baltimore shortly for San Francisco.

The Norwegian Steamer Key West, clearing from this port last week for England, took a cargo of 142,214 centals barley, shipped by Strauss & Co.

Ship Lord Templetown arriving here on the 16th inst. from Callao brought 750 tons silver ore which was discharged at the Selby Smelting & Lead Company's plant.

The Steamer Annette Rolph arrived last week with 2,000 tons coal loaded at Ladysmith, British Columbia for the Rolph Navigation & Coal Co., being the first coal received from that source for three months.

The Albers Bros. Steamer Northland arriving from Corinto and way ports brought 17,200 bags of coffee for local merchants. She is scheduled to sail South bound on July 25th calling at Mexican and Central American ports as far as Punta Arenas.

The Chas. Nelson Company have increased the fleet of barges by recently purchasing the Barge Harvard and the Barge Wm. H. Smith.

Resumption of service by the East Asiastic Company between Scandinavian ports and San Francisco and Puget Sound, which was interrupted by war conditions, is about to materialize, according to word received from the home office in Copenhagen last week. The announcement states that the Danish Motorship Siam, well known here, will go on the berth at that port to load for this coast, late August or early September loading, return sailing date from here late October or early November.

The first cargo of nitre of soda to be received at this port in the past three months, arrived here on the Grace Freighter Santa Rita on July 16th from Arica and Pisagua, 1,325 tons for local discharge being on board.

W. S. Scammell & Co. have purchased from the Standard Oil Co. the wooden Steamer La Primera, and will place her on the run between this city and San Pedro, carrying freight. She is a handy size vessel and well adapted for the work, being a vessel of 650 net tons, and formerly in the coast lumber trade, for which she was constructed.

The U. S. Shipping Board have added two steamers to the fleet which they will send from the Pacific Coast to European ports, under operation of Williams, Dimond & Co., who announced last week a vessel to sail from San Francisco for London and Havre late August sailing. A stop at San Pedro will be made if sufficient cargo offers there. To load at Portland and Seattle for London and Liverpool they have been assigned the steel Steamer Eelbek for first half August.

Freighter City of Alameda was launched from the Bethlehem Shipbuilding Company, Alameda, last week, the vessel is a 10,000 ton freight carrier. The Pacific Coast Shipbuilding Company launched the Steamer Sinasta on the 16th inst. at Bay Point, this vessel is also an immense cargo carrier and is the sixth vessel to glide into the water of a fleet of ten contracted for the Shipping Board.

Ship Dunsyre left here last week for Sydney carrying 84,700 cases mixed oils, shipped by Standard Oil Co.

Johnson Line Motorship Kronprinsessan Margareta, of which W. R. Grace & Company are the agents, left Stockholm on the 9th inst. for this city. This big freighter has orders to proceed direct to San Francisco, and is heavily ladened with freight.

Advices received at this department last week from Washington, D. C., are to the effect that 118 new ships were delivered in the month of June totaling 578,583 tons, an increase of 106 per cent over deliveries during June, 1918. Ships launched numbered 97 of 504,200 deadweight tons, an increase of 111 per cent over the same month last year.

Two more barley fixtures were announced last week, for loading at San Francisco for the United Kingdom. Balfour, Guthrie & Co. chartered the Ship John Ena at the rate of $38 per ton, and E. L. Eyre & Co. took the Shipping Board Steamer Coconino for which they pay $36, or $35 to a direct port.

Rolph Mail S. S. Co., a newly organized corporation, will dispatch the Steamer Annette Rolph from San Francisco on August 5th for Mexican and Central American ports. For above ports and South America to Callao, Steamer Joan of Arc will sail on August 16th, and for Balboa via Mexican and Central American ports the Steamer Georgina Rolph sails September 15th.

The Steamers Tofua and Ventura will steam from this port on August 1st and 12th respectively, the former on her first voyage operating in the Union S. S. Line, and the latter in the Oceanic Line. Both carry mail and passengers in addition to freight. The Tofua calls at Papeete and Wellington and Sydney, and the Ventura at Honolulu, Pago Pago and Sydney.

In the Pacific Mail, East Indian Service, the Steamer Santa Cruz will leave out on July 23rd, touching at Honolulu, Manila, Saigon, Singapore, Calcutta and Colombo, carrying both passengers and freight.

The Grace Freighter Santa Inez will leave San Francisco about July 28th for ports in Chile, Peru, via Balboa. The Santa Rita, in the same line, will follow shortly after.

COFFEE ARRIVALS

The Green Coffee Association of the San Francisco Chamber of Commerce reports the following arrivals during the past week with coffee consigned to members:

July 18, 1919—S. S. Northland, 17,206 bags of coffee.

PROPOSED ADVANCE IN FREIGHT RATES

Director of Traffic Edward Chambers of the United States Railroad Administration telegraphed Mr. Seth Mann, Manager of the Traffic Bureau, under date of July 18th, in reply to inquiry as to a new advance in freight rates, as follows:

"Yours fifteenth. No definite move to increase rates has yet been made."

SAN FRANCISCO DISTRICT FREIGHT TRAFFIC COMMITTEE—DOCKETS

Docket 1852—(Hearing 10 A. M., July 31st)—Flour, viz.: wheat, rye, oats or barley in mixed carloads with pearl barley, farina, grits, hominy, etc., as described in Item 2202 of Tariff 1-Q. Request that flour be permitted to move in mixed carloads with commodities and at rates provided in this item.

Docket 1854—(Hearing 10:30 A. M., July 31st)—Airports (glass), carloads. Proposal to reduce rate from San Francisco to Jeannette, Pa.

Docket 1857—(Hearing 11:15 A. M., July 31st)—Corkwood floats, carload. Proposal to reduce rate, Pittsburg, Pa., to California terminals, from $4.50 to $2.00 per 100 lbs.

Docket 1861—(Hearing 2:30 P. M., July 31st)—Cedar, seine or net floats. Proposal to reduce rates from Oregon points to California points.

Docket 1864—(Hearing 3:15 P. M., July 31st)—Match blocks, carload. Proposal to include match block at rates provided for in Group "B" commodities from and to points of origin and destination as provided in S. P. Tariff 47-F in lieu of the present Class "B" rates.

Docket 1866—(Hearing 3:45 P. M., July 31st)—Paper, printing, surface coated, carloads. Proposal to reduce rate, Hamilton, Ohio, to California terminals, from $1.37½ to $1.19 per 100 lbs.

Docket 1867—(Hearing 4, P. M., July 31st)—Liquid Veneer furniture polish, carloads and less. Proposal to reduce rates from Buffalo, New York, to Oakland, Cal.

Docket 1869—(Hearing 10:15 A. M., August 5th)—Bracing lumber, used for bracing carload shipments of dried fruit, from California points to Eastern territory. Proposal to provide for free return of this lumber.

Docket 1870—(Hearing 10:30 A. M., August 5th)—Rates, class and commodity, from Gull Point, Florida, to California terminals and intermediates. Proposal to include Gull Point in the Group "C" basis of rates in Westbound Tariff 1-Q, in lieu of the present Group "B" basis.

Docket 1871—(Hearing 10:45 A. M., August 5th)—Canned sauces. Proposal for the addition of sauces to the canned goods description in certain tariff items, in lieu of the present 5th class rates now applicable to sauces from and to points in California named in these tariff items.

Docket 1872—(Hearing 11 A. M., August 5th)—Pears and plums, fresh, carloads. Proposal to reduce rates from California points to Canadian points beyond Winnipeg.

Docket 1877—(Hearing 2:30 P. M., August 5th)—Chrome ore, carloads. Proposal to reduce rates from California points to Eastern points.

Docket 1880—(Hearing 3:15 P. M., August 5th)—Arbitrary class rates. Proposal to cancel these rates between Weed, California and points on the Southern Pacific R. R. in California, as shown on pages 16, 17, 18 and 19 of S. P. Tariff 360-I.

Docket 1882—(Hearing 10:15 A. M., August 6th)—Coke, carload. Proposal to reduce rate, Chattanooga, Tenn., to California terminals and intermediates, from 56½ cents to 50½ cents per 100 lbs.

Docket 1885—(Hearing 11 A. M., August 6th)—Fruits and vegetables, less carloads. Proposal to publish rates from points of origin to packing houses in California, based on the rates in effect June 24, 1918, plus 25% advance under General Order No. 28.

Docket 1886—(Hearing 11:15 A. M., August 6th)—Railway equipment, moving between San Francisco and Tolenas. Proposal to provide uniform rates in this territory by the cancellation of commodity rates, allowing Western Classification ratings to apply.

Docket 1893—(Hearing 11 A. M., August 7th)—Petroleum lubricating oil, petroleum grease and petroleum axle grease, carloads. Proposal to reduce rates from Coalinga, Waits, Bakersfield, etc., to San Francisco.

Docket 1894—(Hearing 11:15 A. M., August 7th)—Cyanide of potassium, cyanide of sodium, carloads. Proposal to establish rate of $1.37½ from Niagara Falls, Ont., to California terminals and intermediates.

Docket 1895—(Hearing 11:30 A. M., August 7th)—Broom corn seed, straight or mixed carloads. Proposal to include broom corn seed in commodity descriptions covering grain and grain products.

Docket 1896—(Hearing 2 P. M., August 7th)—Zinc dross, zinc skimmings and zinc ashes, mixed carloads, minimum weight 50,000 lbs. Proposal to apply same rate on straight or mixed carloads as now applies on straight carloads only, from Portland and Seattle to San Francisco.

Docket 1897—(Hearing 2:15 P. M., August 7th)—Animal manure, carloads. Proposal to establish same rates from San Francisco to Glen Ellen, Sebastopol, Willits, etc., on interstate traffic as now apply on intrastate traffic.

Docket 1898—(Hearing 2:30 P. M., August 7th)—Scrap rails, carloads. Proposal to reduce rates from San Francisco to Thrall, Cal., and Klamath Falls, Ore., to 25 cents per 100 lbs.

Docket 1899—(Hearing 2:45 P. M., August 7th)—Packing house products. Proposal to reduce rates from Reno, Nev. to San Francisco.

LESS CARLOAD SERVICE TO THE VALLEYS

As a result of conference and correspondence between the Traffic Bureau and officials of the Southern Pacific Railroad, we are able to announce the following improvements in service on less carload shipments moving from San Francisco to points in the Sacramento and San Joaquin Valleys:

The Southern Pacific has authorized an additional train to leave Fresno at 9 P. M. daily, except Saturday, going via Sanger to Exeter and returning to Sanger via Goshen Junction. This will afford shippers second morning delivery for points south of Fresno within the above described territory and second day delivery at stations between Goshen Junction and Bakersfield.

Under the present service from San Francisco to the Sacramento Valley, delivery is made at stations between Davis and Tehama, Sacramento and Wheatland, including the Knights Landing Branch the first day after loading and delivery the second day after loading is made at stations between Marysville and Gerber.

It is stated by the carrier that the foregoing arrangement will provide the same service that prevailed prior to the inauguration of the shipping day plan and the reduction of train service that was made as a war measure.

NEW BILLS OF LADING

The carriers have commenced injunction proceedings against the Interstate Commerce Commission to enjoin the enforcement of the new regulations relative to bills of lading recently issued by the Commission. The courts are called upon to determine whether or not the Commission has jurisdiction over forms of bills of lading. In any event, it is highly probable that the matter will be taken up to the United States Supreme Court for decision on this question of jurisdiction, and that therefore the order of the Commission will be held in abeyance until the Supreme Court decides the question. Such a decision could not be expected even under the most expeditious management for six months or more.

If the foregoing conclusions are correct the present bills of lading will remain in effect until this final decision is rendered. If the decision is in favor of the jurisdiction of the Interstate Commerce Commission, then the Commission will doubtless make a new order fixing the date for the use of the new bills of lading.

BUSINESS WANTS

CANOES—A. R. Kennedy, c/o San Diego Rowing Club, San Diego, Cal., is in the market for canoes.

PAINTS—Donald R. Grant, Melton, Ariz., desires to get in touch with paint manufacturers.

RAISINS—Tony Delgrosso, 249 Bickford Street, Phoebus, Va., is in the market for raisins.

WOOD—Lindsey & Otis, Calistoga, Cal., are in the market to dispose of 3,000 cords of fir and oak wood.

TRACTOR ATTACHMENT—John J. Weisbrod, 1121 Washington Street, Oakland, Cal., wishes to arrange for an agent to handle the sale of Cox tractor attachments in this city.

DRY GOODS—Mrs. M. L. Handley, 111 South 6th Ave., Tucson, Ariz., desires to get in touch with dry goods firms in this city.

TIRES AND TUBES—S. Crandall, Elko, Nev., is in the market to dispose of tires and inner tubes.

FRUIT JUICES—Wm. E. Rothery Company, Latta Arcade, Charlotte, N. C., desires to secure accounts to sell California fruit juices in that market.

BUTTER AND EGGS—T. H. Thompson & Co., 100 S. P. Building, Houston, Texas, is in the market for eggs and butter, wholesale.

WALL BEDS—Herbert Gottschalck, Mountain View, N. J., is in the market for built-in wall beds suitable for bungalows.

GOVERNMENT BIDS

Bids will be opened at the U. S. Army Engineer's Office, 405 Custom House, on August 6th, for moving the U. S. Engineer Storehouse at Rio Vista.

PROPOSALS

Proposals will be received at Surplus Property Division, Zone General Supply Depot at Fort Mason, for Government-owned anvils, machine tools, meat hooks, sugar cured ham and dried cod fish.

Proposals will be received by Zone Supply Officer, Surplus Property Division, at Fort Mason, for the sale of Government-owned evaporated milk.

Proposals will be received at Surplus Property Division, Zone General Supply Depot, Fort Mason, for the sale of Government-owned (new) hydrometer sets, 5 gallon water kegs, canned tomatoes, crude paraffine, lignite coal, steel folding cots, steel spades, and (used) motor trucks and 5 passenger Ford touring cars.

Proposals will be received at the Zone General Supply Depot at Fort Mason for the sale of Government-owned bituminous coal and cordwood.

Proposals will be received by Material Disposal Division, Air Service Postal Telegraph Building, San Francisco, for the sale of sheet steel, steel bars, steel tubing, brass tubing and brass bars.

Details and specifications are on file in the Exchange Hall of the Chamber of Commerce.

PLACEMENT BUREAU

DISCHARGED SOLDIERS AND SAILORS

198. Assistant bookkeeper or assistant cashier. Six years experience in office work. Good references. Salary no object for good opening.

199. Recently discharged Army officer with 15 months service in France, college graduate, 36 years old, married, desires an executive position as office manager, preferably with export and import company. Experience, 5 years in bank, 5 years as cashier and office manager in blank book manufacturing company, 3 years officer in U. S. Army. References.

200. Recently discharged officer, twenty-two months overseas service, desires position traffic manager, commercial concern or would consider foreign field steamship business. Ten years railroad experience in America and one year in France. Five years as traffic manager large firm in San Francisco.

201. Electrical engineer, recently discharged from Army, desires employment in any branch of the electrical field. Prior to entry into the military service was manager and owner of an electrical manufacturing business. I am not an unknown quantity and can show results.

202. Experienced accountant, age 26, capable of taking charge, desires position as accountant or salesman.

203. Salesman with five years selling experience, part time in executive capacity, would like position where there is a chance to learn advertising.

204. Honorably discharged Sergeant wishes a position as either clerk or salesman. References. Willing to start at the bottom.

205. Young man, good personality, experienced correspondent, private secretary, also selling and advertising, etc., desires position with progressive firm. Just returned from A. E. F. Knowledge French and German.

GENERAL APPLICATIONS

1432. Export and import man with thorough knowledge of general merchandise, Spanish correspondent, well acquainted with the commercial center in Mexico and Latin-America, would like to hear from good export and import firm in San Francisco, who wants to start to do business with those countries.

1433. Accountant with commercial, mining and stock experience, wants position with firm of merchants or accountants or auditors.

1434. Executive position, capable of handling anything in the mercantile line.

1435. Competent man thoroughly experienced in handling general merchandise; familiar with requirements of colonial markets; has excellent references from business men in New Zealand regarding ability and character. Wants position as executive or assistant in export department.

1436. Wanted position, executive, with large export and import house. Twenty-five years experience. Familiar with trade of Orient, Europe, Central and South America. Salary or salary and commission.

1437. Married man, age 28, at present employed by an export house. Conversant with pickups, buying and general merchandise, and eager to secure a position in which integrity and ability will count.

1438. Electrical engineer, employed by a large light and power corporation in a Southern State, is anxious to locate in or near San Francisco. Minimum salary to start, $3,000.

AVAILABLE FOR ORIENTAL SERVICE

Experienced salesman, lawyer, detailed knowledge of maritime law, customs house routine, wants to go to China or Japan for responsible firm. University graduate, age 25. Highest local references.

Knight-Counihan Printing Co.

SAN FRANCISCO
CHAMBER OF COMMERCE ACTIVITIES

Volume 6 | The Commercial, Financial, Industrial and Governmental Metropolis of the Pacific Coast | Number 31

Every Thursday —— July 31, 1919

Chamber of Commerce Policy on Merchant Marine Adopted

Recommendations to be Submitted to Congress on Ship Control

The Board of Directors at its meeting to-day approved the report of a Special Committee on Shipping, appointed to study the merchant marine situation and make recommendations to the Board for adoption. The report will be brought to the attention of other organizations for endorsement and forwarded to all members of Congress and appropriate government bureaus.

This Committee has been working for the past several weeks and the findings are of a general nature as to the manipulation and control of the tonnage which is and will be available.

The personnel of the Special Committee and their report follow:

Marshall Dill, Chairman
F. F. G. Harper
W. H. Hammer
Fred Connor
E. G. Swift
Gustav Wormser
J. L. Dobbins
Daulton Mann
W. D. K. Gibson
F. M. Barry
John Rothschild

FIRST: The early transfer of the United Shipping Board vessels from the Government to American private individuals, firms or corporations properly equipped and competent to successfully operate them.

SECOND: That the President be authorized and directed to investigate and determine as promptly as possible what steamship lines should be established and put in operation from the principal ports of the Atlantic, Gulf and Pacific Coasts where adequate terminal connections with rail carriers can and will be made, or already exist, to such world markets as in his judgment are necessary to, and will promote development, expansion, and maintenance of our foreign trade and adequate postal service, and to determine the type, size, speed and other requirements of the ships to be employed upon such lines and the frequency and regularity of their sailings, with a view to furnishing adequate, certain and permanent service, and that he be authorized to sell such of the ships of the *United States* as will meet these requirements to responsible individuals, firms or corporations willing to establish and maintain such lines upon such terms of payment and other conditions as he may deem just and necessary to secure and maintain the service desired under such restrictions as would insure equal and impartial treatment of all interests and all shippers.

(This is Sec. 6 of the Jones Bill S. 153 slightly modified).

THIRD: We believe the President should be authorized to require special import and export rates to and from American and foreign ports and the issuance of through bills of lading in both directions.

FOURTH: We believe fuel depots, both oil and coal, should be established upon the various trade routes, such depots to be owned or controlled by American interests.

FIFTH: We believe measurement for tonnage should be revised to correspond with the British practice in order to equalize charges based upon tonnage throughout the world.

AT THE

San Francisco Commercial Club

THE DIRECTORS

of that great National body

THE UNITED STATES
CHAMBER OF COMMERCE

will be the guests of honor at a luncheon to be tendered jointly by the

San Francisco Chamber of Commerce and the San Francisco Commercial Club

MONDAY, AUGUST 4, 1919

NO RESERVATIONS
LUNCHEON 12:15 O'CLOCK, P. M.

75 Cents

SIXTH: We believe there should be established by the *Government* a system which would insure sufficient competent and efficient officers for the vessels who would be registered as a Naval Reserve and by which American boys could have an opportunity of being trained as officers at the expense of the Government.

SECOND COMMITTEE TO REPORT ON ALLOCATION AND NECESSITY FOR MORE TONNAGE

In addition to the work of the Special Committee just outlined, a second committee has been appointed as a result of a meeting of merchants and shippers with John H. Rosseter, Director of Operations of the United States Shipping Board on Wednesday, July 23rd.

This conference demonstrated the necessity for concrete information to submit to Mr. Rosseter and the Shipping Board as to the neccesity for establishing new, additions to, already established routes on the Pacific. The allocation of ships and the type and number of vessels required, as well as information as to prospective cargo both inward and outward which will be available in the event of sufficient service being provided, will be covered in the report of this second committee.

The members of this committee, which includes a Los Angeles representative, are as follows:

Marshall Dill, Chairman
W. H. Hammer
B. C. Dailey
Arthur Page
W. K. Hughes
H. T. James
Robert Dollar
J. C. Kortick
W. S. Wheaton
Chas. R. McCormick

TRADE AT A GLANCE BY BRADSTREETS

SAN FRANCISCO
Wholesale and Jobbing Trade—Good.
Retail Trade—Good.
Manufacturing and Industry—Active.
Collections—Good.
General Conditions—Excellent.
Crop Conditions—Excellent.

SEATTLE
Wholesale and Jobbing Trade—Good.
Retail Trade—Good.
Manufacturing and Industry—Active.
Collections—Good.

PORTLAND
Wholesale and Retail Trade—Good.
Manufacturing and Industry—Fair.
Collections—Good.
Dry Goods Store Business—Very active.

SPOKANE
Wholesale and Jobbing Trade—Good.
Retail Trade—Good.
Manufacturing and Industry—Active.
Collections—Good.
Crops—Fair.

LOS ANGELES
Retail Trade—Good.
Wholesale Trade—Good.
Manufacturing and Industry—Fairly active.
Collections—Good.

NEW APPLICATIONS FOR MEMBERSHIP SINCE LAST REPORT

American Express Co., (Geo. B. Viets), Mgr. Pacific Financial Department, Market and Second Streets.

Beeh Van Sielen & Co., Inc., Export and Import, 310 California Street.

Blankenhorn-Hunter-Dulin Co., Investment Securities, 1001 American National Bank Building.

Blumer, Charles A., Agent for the Vacuum Oil Co., of Ph., Ltd., 741 Mills Building.

Brewer, Robert W. A., Consulting Engineer, 503 Market Street.

Broderick & Co., J. A., Beans and Grain, 255 California Street.

California Clock Co., Clockmaker, 133 Geary Street.

Carman, A. S., Lumber, 718 Balboa Building.

Cecil Hotel, 545 Post Street.

Central Alaska Fisheries, Inc., Salmon Canning, 214 Santa Marina Building.

China, Japan & South America Trading Co., Ltd., Export and Import, 405 Sansome Street.

City Coal Co., Coal, 234 Stewart Street.

Clack Co., A. H., Importers, Exporters, Agents, 345 Battery Street.

Clark Hotel, Eddy and Taylor Streets.

Continental Trading Co., Salt, Groceries and Feed, 116 Utah Street.

Crenshaw, O. S., Export Rep. Simmons Hardware Co., 401 Phelan Building.

Dryall Food Products Co., Evaporating Equipment and Marketing, 112 Market Street.

Dunwer Mfg. Co., Drug Mfrs., 149 N. Montgomery Street.

Ennis Brown Co., Wholesale Produce, Sacramento, Cal.

Frank & Lewis, Bonds, American National Bank Building.

Globe Commercial Co., 618 Mission Street.

Gottschalk, Adolph B., Mfr. and Dealer in Confectioners and Bakers Supplies, 544 Market Street.

Great Eastern Trade Co., Export and Import, Lumber, 24 California Street.

Hallensleben, Harold, Import and Export, Paper, 149 California Street.

Heneken & Burner, Food Products, 268 Market Street.

Hooke & Co., Claude, Exporting and Importing, 311 California Street.

Hotel Plaza, Stockton and Post Streets.

Kinghorn, Frank J., Federal Tax Adviser, 112 Market Street.

Kraner, W. A., Engineer and Contractor, 611 Balboa Building.

McClanahan, E. B., Lawyer, 1101 Merchants Exchange Building.

Mehta & Lynn, Importing and Exporting, 505 Sharon Building.

Nakamura, S., Import and Export, 433 Clay Street.

National Radio Co., Mfrs. Radio Telephone & Radio Apparatus, 156 2nd Street.

Pacific Scandinavian Exp. & Imp. Co., Export and Import, 627 Pacific Building.

R. Paulsen, with the Shipping Board, 225 Taylor Street.

Peters, Geo. H., Commercial Broker, 609 Chonicle Building.

Philippine Commercial Agency, Development of Commerce in P. I., 639 Merchants Exchange Building.

Pike, Robt. D., Consulting Chemical Engineer, 74 N. Montgomery Street.

Post Co., Frederick, Surveying and Drawing Instruments, 79 N. Montgomery Street.

Rice, John A., Mining Geologist, 525 Market Street.

Roberts Implement Co., 346 Washington Street.

Samuels, Louis T., Real Estate, 55 Montgomery St.

Schlussel, Jacob, Import and Export, 1174 Phelan Building.

Selig, J. & A. E., Import and Export, 16 California Street.

Sheehan, E. M., Merchandise Brokerage, 1301 Hobart Building.

Southern Export Co., Import and Export, Sheldon Building.

(Continued to page 267, col. 2)

AMERICANIZATION WORK OF THE CHAMBER OF COMMERCE

The San Francisco Chamber of Commerce is just in receipt of the following communication from the Bureau of Naturalization of the Department of Labor which indicates the service and co-operation which this organization is endeavoring to render in the work of Americanizing the foreign-born:

"The Bureau has been intensely interested in reports submitted to it by the Chief Naturalization Examiner at San Francisco, outlining the work accomplished by the Americanization Committee of the Chamber of Commerce in promoting training in citizenship responsibilities of the foreign-born adult aliens of your city.

The Bureau desires to express to you its appreciation of the support given to its examiners and to bespeak for the public school officials of San Francisco your continued co-operation in this most vital work."

NATIONAL CHAMBER DIRECTORS HERE NEXT WEEK

The Board of Directors of the Chamber of Commerce of the United States will arrive in San Francisco on Monday, August 4th. Their tour of the far western cities will end in Seattle about August 10th where it has been planned to hold the summer meeting of the Board.

Many entertainment features have been planned during their brief stay in San Francisco and Oakland, including a trip about the bay in the launch of the Harbor Commission, a luncheon tendered by the Commercial Club and Chamber, and a visit to the industrial districts of San Francisco and Oakland.

The membership of the visiting Board is as follows:

Max W. Babb
George H. Barbour
William Butterworth
A. E. Carlton
Joseph H. Defrees
John J. Edson
A. B. Farquar and nephew
Homer L. Ferguson and son
Charles C. George
L. S. Gillette and grandson
Granger A. Hollister
Clarence H. Howard and son
Frank H. Johnston
Frederick J. Koster
R. A. McCormick
Lewis E. Pierson and son
John L. Powell
Henry M. Victor
F. A. Sieberling, Akron, Ohio, formerly Director and Chairman Chambers Committee on Highways.
Pomeroy Burton, formerly associated with New York Journal and now manager London Daily Mail and Associated Newspapers.
A. W. Smith, Atlanta, Ga., and member Chambers Committee on Railroads.
D. A. Skinner, Assistant Secretary
Fred N. Shepherd, Manager Field Division
S. B. Early, Associated Press Representative
Hobart H. Ramsdell, Secretary to President

BUSINESS OPPORTUNITY

An established San Francisco manufacturing establishment wishes to meet an individual who might be interested in taking over a half interest in a going business. Less than four thousand dollars required. The desire, it is claimed, is occasioned by the settlement of an estate. A knowledge of the business is not necessary. Those wishing further particulars may inquire of the Industrial Department.

PLACEMENT BUREAU

DISCHARGED SOLDIERS AND SAILORS

206. Young man wishes position as correspondent specialist, sales, collection, etc. Capable of taking charge of small office. References.

207. Discharged overseas soldier desires good connection with import or export concern, six years experience, would consider going to foreign country, preferably South America.

208. Successful sales manager, 5 years as road salesman, 10 years branch office manager, largest typewriter companies, 3 years on Pacific Coast, 1 year as sales manager for motor car company resigning to go into service.

209. Young man desires position as salesman inside or out. Personality and ability to meet people.

210. Recently discharged officer, desires position as advertising manager, formerly advertising manager 14-page daily newspaper. Real business building record.

211. Discharged Army officer desires executive position with export company or manufacturing concern. Personal integrity and application to business will insure advancement. Knowledge of Spanish.

212. Former newspaperman, in business for self before entering Army, wants position with export and import house, shipping firm or steamship company. Knowledge French and German.

213. Ex-service man desires position as interpreter and translator, knowledge of English, French and Italian.

214. Young man wishes position with mail order house or firm needing experienced correspondent on sales of shipping. Understands claim investigation, classifications and general knowledge of rate application.

215. Salesman with eight years experience desires position with good firm. References.

216. Discharged Army officer, who is in training under the Federal Board for Vocational Education in foreign trade and commerce, desires responsible position in export or import department preferably as assistant to manager. Ten years business experience previous to war. Age 34, reliable, competent and accurate. Knowledge of Spanish. Salary no object as will consider very nominal pay for period of several months during which time worth will be proven.

GENERAL APPLICATIONS

1438. Young man, recently from Shanghai, China, seeks position as an outside salesman or would travel to China for a concern. Speaks Chinese and Japanese and familiar with dealing with their manufacturers.

1439. Wanted position as cashier, bookkeeper or general office man. Wholesale grocery experience, also wholesale and retail lumber experience.

1440. Wanted position as purchasing agent or salesman, of technical training with 8 years experience. References.

1441. Experienced accountant, wants position with import and export concern has some knowledge of foreign exchange, reads and writes French and Spanish.

1442. Gentleman desires position as superintendent of construction or assistant, 10 years experience in construction and designing in building and electrical field.

1443. Office manager familiar with credits and collections and accounting desires position. References.

(Continued from page 266)

Thacher & Wright, Lawyers, 244 California Street.
Thomas S. Deering, Marine Insurance, 314 California Street.
Tomlinson & Co., Inc., Insurance and Adjusting, 311 California Street.
Torrence Sales Co., J. S., Mfg. Leather Specialties, 9 Main Street.
Tryon, L. H., Wool Merchant, 519 Chronicle Building.
United American Trading Co., The, Importers and Exporters, 841 Mills Building.
Vladimir Bogolepoff & Co., Exports and Imports, 765 Flood Building.
Westland Import Co., Importer, 112 Market Street.
Young Commission Co., Brokers, 621 American National Bank Building.

San Francisco Chamber of Commerce Activities

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Published weekly by the

San Francisco Chamber of Commerce

Merchants Exchange Building
465 California Street
San Francisco

For What You Want to Know —— Call KEARNY 112

PHYSICAL CONDITIONS DICTATE FACTORY LOCATION

The decision of the Goodyear Tire & Rubber Company to locate its new Pacific Coast plant at Los Angeles, California, has caused much comment among San Francisco business men, who are at a loss to understand why Los Angeles was chosen instead of some point at or near San Francisco.

President F. A. Seiberling of the Goodyear Company in a recent speech at the southern city, given at a luncheon tendered him by the Los Angeles Chamber of Commrce, publicly announced the plans of his Company and gave the reasons for locating at Los Angeles in preference to another point on the Coast.

The decision of the Company was reached after an exhaustive survey extending over a period of six weeks which eliminated all sections excepting San Francisco, Los Angeles and San Diego. San Francisco's case was presented in part by the Industrial Department of the Chamber which submitted data setting forth the advantages of this city from a commercial and industrial standpoint. Quoting President Seiberling:

When we came to survey the Coast, as we did for six weeks, with skilled men, we found that Los Angeles gave us the cheapest fuel on the Coast. We found that Los Angeles had the cheapest power on the Pacific Coast where used in large quantities. We found that Los Angeles had the only supply of fresh water sufficient for our needs.

San Francisco is only a little more fortunate than San Diego in the matter of fresh water. It would have cost us a very large sum in installation to have provided sufficient water for our needs. We had to come here, if for no other reason than water. * * *

"We chose Los Angeles as against any other point on this Coast," he said, "because we thought that there was here not only an adequate supply of labor, but an adequate supply of free labor, of free American labor capable of being trained in the skillful occupations that are required in our industry. That was one of the controlling factors in our decision."

This frank statement by President Seiberling should set at rest the prevailing notion that our civic agencies have been neglectful of San Francisco's interests in allowing this big industrial prize to slip away.

Certain physical conditions, some of which have been pointed out by Mr. Seiberling, must be overcome if San Francisco is to engage on a fair competitive basis with other Western cities seeking a share of the industrial activity which is now directed toward this section of the country.

In the matter of labor efficiency and supply, the San Francisco bay industrial district clearly demonstrated during the war emergency, its pre-eminence over any other point on the Pacific Coast.

Under the conservative leadership which has kept the situation so well in hand during the troublous period since the Armistice. San Francisco need have no fears on the labor question.

FOREIGN TRADE OPPORTUNITIES

3242. Christiania, Norway. Established firm desires to get in touch with producers and exporters of California products, namely, canned and dried fruits, raisins, jams, honey, olives an dolive oil, walnuts, wines and fresh apples. Willing to open confirmed credit in San Francisco for sellers to draw against through bill of lading.

3243. Montevideo, Uruguay. Firm with office in Argentina, Chile, and Uruguay, desires to get in touch with manufacturers and exporters desiring to extend their foreign commerce.

3244. Havana, Cuba. Commission merchant is desirous of communicating with canners of sardines, who might wish to be represented in Havana.

3245. San Francisco. British firm would like to get in touch with firms or indivduals in San Francisco who might be interested in their manufacturers: portable gas heaters, encaustic tiles for flooring.

3246. Brisbane, Australia. Party would like to get in touch with manufacturers desiring an agent in Australia.

3247. Reus, Spain. Exporters of almonds, hazel-nuts, oils, etc., is desirous of getting in touch with firms importing these articles.

3248. Padang, Sumatra. Firm in Padang desires to get in touch with importers and exporters in this city. Exports: coffee, rattans, cassia, hides, spices, etc. Imports: corrugated roof iron, wire nails, piece goods, flour, canned goods, estate requisites, agricultural machinery, etc., and are desirous of considering agencies in other lines suitable for that market.

SWISS BUSINESS MEN TO VISIT THE UNITED STATES

A large delegation of influential Swiss merchants and business men, numbering probably 500, will make a tour through the United States next September, with the object of studying at first hand our general industrial methods and institutions, with special attention to machinery and textiles. The present plan contemplates a departure from Rotterdam on August 27th, by the Holland-America Line Steamship "Rotterdam," a visit to New York and Washington, where the party expect to be received by the President, after which groups will proceed to different sections of the country, according to the special interest with which they are concerned.

Among the cities it is proposed to include in the various itineraries of these groups are New York, Buffalo, Cleveland, Detroit, Chicago, Cincinnati, Pittsburgh, Philadelphia, Milwaukee, Minneapolis, St. Louis, Washington, Baltimore, Boston, Montreal, Toledo. The travel arrangements for the party have been placed in the hands of Thos. Cook & Son.

PRE-WAR CABLE CONDITIONS NOW EXIST WITH GERMANY

The Western Union Telegraph Co. announces that effective July 29th, censorship restrictions are withdrawn on traffic destined to Sweden and Germany.

Following this measure, it is permissible to use any code in cablegrams to these countries, the conditions which existed previous to the period of the war having been resumed.

GOVERNMENT OFFERS IRISH LINEN

A quantity of Irish Linen is being offered in this district by the Air Service through the local Material Disposal and Salvage Office at 504 Postal Telegraph Building, San Francisco, Cal. This consists of lots of from one thousand to eighty-five thousand yards of a high-grade Irish Linen from 36 to 39½ inches wide.

Samples of this material can be had upon application to the above office and bids should be submitted by August 5th.

MARINE DEPARTMENT

Announcement that the new steel Steamer Doylestown will load freight at this port for Manila direct, only, was made by the Pacific Mail S. S. Co. last week. Vessel was launched June 10th at Portland, Ore., and is expected here about middle of August ,sailing late the same month for Philippines.

The Toyo Kisen Kaisha has notified the Marine Department that their new Steamer Koyo Maru will arrive at San Francisco on September 2nd, sailing homeward on the 10th for ports in Japan and as far as Singapore. This is a newly constructed steamer which will run in conjunction with the Buyo Maru and Choyo Maru on the Singapore-Orient-San Francisco run of the company.

The new steel Steamer Wairuna of the Union S. S. Line, left here last week on her first trip to Australia, having recently arrived from England. The vessel loaded a cargo of over 10,000 tons freight, mostly of case and barrel oils, completing with 3,000 tons general merchandise, under supervision of Hind, Rolph & Co., the coast agents. Ports of call include Auckland, Melbourne and Sydney.

Schooner Defiance left Apia on July 19th for this city with 630 long tons of copra aboard consigned to Wightman & Crane.

An oil painting of the once famous Ship Glory of the Seas, has been presented to this department by H. J. Knowles, and in the future will be on exhibition on the floor of the Chamber The vessel, built at Boston in 1869, is still operating as a barge in the fish industry of Alaska.

Steamer Marsfield arrived here last week from Honolulu bringing one of the largest single shipments of pineapples to arrive here totaling 89,582 cases.

The hull of the Rolph Navigation & Coal Company's wooden seagoing tug Storm King, launched at their yards at Eureka last month, was brought here last week to have her engine and machinery installed at the plant of the Bethlehem Shipbuilding Co., after which it will be operated in the coast and bay towing.

The China Mail Steamer China leaves out from this port on August 6th, for the Orient, calling at Honolulu, Yokohama, Nagasaki, Shanghai and Hongkong.

Steamer Elizabeth arrived here last week from Coquille River Points, bringing 298,900 lbs. cheese for local distribution. This is the largest shipment of its kind to arrive here by steamer from those parts.

The Shipping Board Steamer Archer, under operation by the Pacific Mail S. S. Co., arriving here last week from Vladivostock and other Oriental ports, brought 5,220 tons of cargo in her lower holds. The vessel called at San Diego prior to reaching port and discharged a large shipment of raw silk for Eastern cities, and over a thousand soldiers who have seen service in Russia. Among the items of local cargo were 1,426 packages curios, 9,433 packages shoyu, 16,451 packages general Oriental merchandise, 4,740 bags beans, 300 rolls matting, 9,954 cases and 200 barrels oil, 664 bales raw silk, 331 packages silk goods, 12,000 bags rice and 1,828 packages tea.

A large cargo of copra was brought forward on the Barkentine Conqueror from Sydney, arriving at this port last week. The shipment was for Burns, Philp & Co., who had the vessel under charter. A deckload of hardwood was also aboard.

The Trans-Oceanic Company's Steamer Dairen Maru, from Kobe, will arrive at San Francisco about July 30th and the Koyei Maru from Yokohama is due about August 2nd.

Pacific Mail Steamer Geo. W. Elder, reaching port July 24th from La Libertad, via Salina Cruz, brought 1,711 tons cargo, consisting of 22,071 bags of coffee, 140 seroons indigo and 1,210 pieces mahogany lumber, measuring 22,000, board measurement.

Steamer Korea Maru of T. K. K. Line arrived early July 24th from the Orient with 573 passengers and 5,110 tons cargo and 339 packages U. S. Mail. The freight list included 500 bales gunnies, 234 bales strawbraid, 1,000 packages cocoanuts, 11,760 packages merchandise, 436 packages matting, 3,300 packages oils, 4,080 bags peanuts, 14,120 mats rice, 1,409 bales raw silk, 85 packages silk goods, 222 bales rattan, 8,056 bags beans, 1,138 packages shoy, 189 cases rubber, 5,470 packages tea, 272 packages camphor. From Honolulu 33,189 cases canned pineapples, 1,170 packages fresh fruits and 144 packages merchandise.

Motorship W. F. Burrows is on the way across the Pacific from Nagasaki with a coal cargo for discharge at Bristol Bay, after which the vessel will load Salmon cargo for Puget Sound.

Grace Line Freighter Santa Alicia arrived at Rio de Janeiro on July 23rd from Norfolk with a coal cargo, after discharging, the liner will proceed to Santos where 41,000 bags of coffee will be taken aboard, and brought direct to San Francisco for distribution.

The Gardiner Mill's speedy Schooner Irene reached port on July 25th, from Tahiti, where she took on 748 tons of copra, consigned to Wightman & Crane.

Figures compiled by the Marine Department for the first six months of the current year, show the foreign exports by water, from San Francisco, as follows: Flour 739,450 barrels, barley 2,408,986 centals, beans 189,949 centals, corn 300 centals, oats 119 centals, hay 161 tons, onions 2,066 centals, potatoes 10,466 centals, hops 473,163 pounds, lumber 13,550,000 feet, shingles, 1,005,000, building materials 220,420 packages, bricks 203,000, soda 118,895 centals, coke 88 tons, prunes 12,799 centals, candles 493 cases, cigars 38 cases, coal 112 tons, coffee 24,375 centals, soda ash 47,988 centals, cement 57,486 barrels, cordage 6,671 centals, cotton 86,281 bales, dry goods 21,844 cases, drugs and chemicals 57,108 packages, raisins 34,252 centals, dried fruits 23,020 centals, fresh fruits 41,147 boxes, salmon 96,913 cases and 228 barrels, codfish 3,062 centals, fish 4,104 centals, canned goods 465,888 cases, bags 8,156 bales, ginseng 45,118 pounds, groceries 84,271 packages, hides 5,321 centals, bread 5,734 centals, champagne 3,242 cases, honey 2,408 cases, pipe 141,371 packages and pieces, dynamite 21,586 cases, fertilizer 796 tons, leather 28,462 packages, lime 2,478 barrels, hardware 83,937 packages, machinery 30,193 packages, iron 171,859 centals, steel 1,776,580 centals, lead 43,328 centals, metals 97,414 centals, malt 18,523 centals, live stock 69 head, meals 333 centals, seeds 3,095 centals, nails 115,181 centals, arms and ammunition 5,646 packages, coal oil 586,572 cases, various oils, 820,714 cases and 63,216,183 gallons and 1,363,666 barrels, paints 122,097 packages, tin 289 centals, tin plate 82,297 centals, tallow and grease 44,071 centals, paper 414,447 packages, powder 868 kegs and 11,182 cases, pearl barley 2,479 centals, beer 49,063 cases and 955 casks, rosin 7,400 centals, bark 600 centals, ham and bacon 937 centals, butter 2,881 centals, wax 8,161 centals, lard 976 centals, beef 200 centals, cheese 3,622 centals, quicksilver 4,705 flasks, rice 43,636 centals, salt 6,059 tons, soap 38,710 cases, starch 3,615 centals, sugar 9,155 centals, syrups 1,572 cases and kegs, paste 5,485 centals, shooks 28,332 bundles, wire 121,649 bundles, railroad ties 96,779, railroad material 46,786 packages, agricultural implements 6,929 packages, brandy 952 gallons, whiskey 27,223 gallons, spirits 23,657 gallons, wine 1,404,813 gallons, borax 3,768 centals, tea 5,725 centals, tobacco 69,212 centals, boots and shoes 14,055 cases, miscellaneous merchandise 228,949 packages.

AN AERIAL MAIL SERVICE

The Board of Directors, at its meeting last Tuesday, resolved to endorse the establishment by the Government of an Aerial Mail Service between Chicago and San Francisco and to urge upon Congress the enactment of legislation providing the necessary appropriation.

It is felt that if San Francisco manifests a strong enough desire to have this service the prospects for its establishment are favorable.

SEPARATE DEPARTMENT OF AIR SERVICE

The Board of Directors also resolved to endorse Senator New's bill, providing for an independent air service, which, if enacted, it is felt will tend to promote the efficiency of the Government Air Service and prevent unnecessary duplication of personnel and material in different departments.

PUBLICITY ABROAD

Report from China Should Interest Members

Recognizing the value of disseminating information regarding San Francisco and the Pacific Coast, about six months ago, the Chamber instituted a news service which not only included bulletins to the daily papers in this city and other parts of the country, but was furnished as well to a large number of foreign publications.

Reports have reached the offices of the Chamber, sometimes through members and visitors, also through direct communication, that this news service has been very well received.

The following excerpts from the Central-China Post, published in Hankow, will indicate the value of this publicity as well as the necessity which existed for it. In this connection, further arrangements are being made with foreign publications to furnish special articles on San Francisco outlining its industrial features and growth and setting forth the importance of the Pacific Coast as a manufacturing and jobbing center. For many years, buyers from the Orient, Australia and other Pacific Coast countries, made little effort to do their shopping in San Francisco, being under the impression that the importance of the Pacific Coast in manufacturing was negligible.

However, San Francisco and other Coast cities are now coming into their own. The Chamber is visited almost daily by representatives from other countries who desire to get in touch with firms manufacturing or handling articles for export. Many who were formerly enticed to stop only long enough in San Francisco to enjoy its unexcelled entertainment and pleasure features, are now consumating all business arrangements in a much shorter time and in equally as satisfactory a manner right in this city.

The Central-China Post has the following to say:

"The frequently quoted line: 'Coming events cast their shadows before,' although poetic in conception and expressing an every-day truth, is not exactly accurate, since the direction in which a shadow is cast depends on the time of day, and the whereabouts of the sun. If the coming event always kept its shadow before, it would turn around in a circle and never arrive anywhere. A better way of putting it would be 'Coming motor cars sound their horns before,' but there is no poetry in that. We have of late been hearing quite a number of horns from the direction of the Pacific Coast of America, from which we gather that, now that the war is over, a great procession of people is coming this way. They largely consist of business men, and they are bringing with them banks, factories, ships and everything necessary for the building up of a huge American trade in the Far East.

Are they wise in thus advertising themselves in advance? We think they are, and that the publicity which they are taking pains to secure, will pay them. Before the war every home mail used to bring us material for publication from Germany, and it was generally good stuff. It took the shape of descriptions of German manufacturing towns; German methods of managing things; the superior German qualities of German goods, etc., and although there was not a word of advertising in the articles they were nevertheless designed to convey the impression that Germany was the best market for the supply of every want, and to make the world familiar with the names of establishments which otherwise would never have been heard of, for the material was sent, not to China only, but to all the countries in the Postal Union.

As the war was drawing to a close, similar material began to come from the United States. It is issued from three places—New York, Seattle and San Francisco—and while it is all of public interest and designed to promote trade in general, it naturally keeps the interests of the United States well to the front. We give a sample today in the shape of an article from the San Francisco Chamber of Commerce of considerable value to merchants, and such as an ordinary trader would find it difficult to secure for himself. In forwarding this material, the San Francisco Chamber advised: 'You are at liberty to use any or all of the articles as you see fit, or to discard them should they not meet with your approval, or fit in with your class of publicity. Should you at any time desire articles regarding this city or its commerce, etc., we will be most happy to prepare and send them to you.'

The thing which interests us in this matter is the wonderful contrast which it presents to the British methods of pushing business. We have never once received from any British quarter material of a similar nature, and as far as we can make out, the British idea is to keep all intended movements as much in the dark as possible. * * *

The San Francisco Chamber of Commerce says: 'We get out a daily news report which we send to all the local papers and have arranged to send you copies every Saturday.' * * *

Not being a business expert, we would not presume to decide whether the American or the British attitude with regard to publicity is the one which promises the best results. There are two ways of fighting—one is to get over the top with all the guns going and the lads hurrahing and the other to try and occupy the position by springing a surprise in the night. Both methods are good strategy, but the side which only knows one is likely to lose a lot.

In any case, the publicity shadows, now reaching as far as here, indicate that a very substantial American effort is about to be made to secure the China trade, and other countries may have to reconsider this matter if they wish to hold their own."

CORRECTION NOTICE

The Bureau of Markets is to hold a meeting in San Francisco August 4th, instead of August 3rd. The United States Department of Agriculture announces that its Bureau of Markets will hold its meeting in San Francisco on the proposed rules and regulations of the Secretary of Agriculture under the United States Warehouse Act of August 11, 1916. The meeting will be held in Room 237 Merchants Exchange Building, August 4th, 1919, beginning at 10:00 A. M.

Through an error this date was given as August 3rd, in the last issue of the "Activities."

"PORTLAND CASE" CONTINUED AT SEATTLE

Seth Mann, the Attorney and Manager of the Traffic Bureau of the Chamber of Commerce, was in Portland during the week of July 21st attending the "Portland Case" before the Interstate Commerce Commission. This is a case of great importance, wherein the Portland Traffic and Transportation Association is seeking to secure lower freight rates between the Columbia Basin and Portland. The case is considered of such importance that it is being heard by three of the Commissioners, Messrs. Hall, Daniels and Eastman. Further hearing on the same subject will be continued this week at Seattle. Mr. Mann will be obliged to also attend the Seattle hearing.

SAN FRANCISCO DISTRICT FREIGH T TRAFFIC COMMITTEE—DOCKETS

Docket 1900—(Hearing 10 A. M., August 12th)—Switching less carload shipments of fresh fruit and vegetables to industry and private sidings. Proposal to amend notes in connection with tariff items so that it will be necessary for shipper to forward 5,000 lbs. or more of the commodities mentioned above from point of origin in order to receive the benefit of the switching provision.

Docket 1901—(Hearing 10:15 A. M., August 12th)—Fresh meat and packing house products. Proposal to cancel storage in transit arrangement where such privileges were established to cover temporary or emergency privileges due to the existence of the war.

Docket 1904—(Hearing 11 A. M., August 12th)—Soap, carloads. Proposal to reduce rate, California points to Mazatlan, Mexico, to $1.00 per 100 lbs.

Docket 1906—(Hearing 11:30 A. M., August 12th)—Cotton goods, viz: comforters, towels, crash, damask, batting, filter cloth, straight or mixed carloads. Proposal to reduce rates, San Francisco to Ogden, Salt Lake City, etc., from $1.87½ to $1.00 per 100 lbs.

Docket 1907—(Hearing 2 P. M., August 12th)—Livestock for return movement, when feeding in transit. Proposal to add to Rule 6-1-C, Page 11 of S. P. Tariff 647-A the following: "Return movement may be made from any station intermediate on the same direct line between the points to which consigned on the outbound movement and at points to which shipment is being returned."

Docket 1913—(Hearing 3:30 P. M., August 12th)—Cement, carloads. Proposal to reduce rates from Cement, Cal., to points in Oregon.

Docket 1915—(Hearing 4 P. M., August 12th)—Livestock, carloads. Proposal to reduce rates from San Francisco to points in Utah, Colorado, and Wyoming shown in Group 6 of Tariff 51-A, I. C. C. 188.

Docket 1916—(Hearing 2:15 P. M., August 12th)—Hemp and hemp fibre, carloads. Proposal to cancel commodity rates from Bataques and Tecolote, Mexico, to San Francisco.

Docket 1917—(Hearing 2:15 P. M., August 12th)—Meal, wild hemp seed, carloads. Proposal to cancel commodity rates from Bataques and Tecolote, Mexico, to San Francisco.

Docket 1919—(Hearing 2:15 P. M., August 12th)—Ramie or hemp root, carloads. Proposal to cancel commodity rates from and to points mentioned in Docket 1917.

Docket 1921—(Hearing 2:15 P. M., August 12th)—Seed, wild hemp, carloads. Same proposal as above three dockets.

Docket 1924—(Hearing 10:15 A. M., August 13th)—Cotton and cotton linters in bales, compressed to a density of 22½ lbs. per cubic foot, carloads, import. Proposal to reduce rates from San Francisco to Eastern points.

Docket 1925—(Hearing 10:30 A. M., August 13th)—Secondhand machinery, carloads. Proposal to cancel commodity rate from Silver City, N. M., to San Francisco.

Docket 1928—(Hearing 11:15 A. M., August 13th)—Baled cotton, carloads, for export. Proposal to reduce rates from Los Banos, Dos Palos, Oxalis and Firebaugh to San Francisco and Oakland.

Docket 1929—(Hearing 11:30 A. M., August 13th)—Plaster board, carloads. Proposal to reduce rate, San Francisco to Los Angeles, from 34½ cents to 30 cents per 100 lbs., minimum 60,000 lbs.

Docket 1932—(Hearing 2:30 P. M., August 13th)—Loading and unloading charge on shipments in bond into or out of bonded sheds, at points on lines of Santa Fe, Southern Pacific, Western Pacific, and Los Angeles and Salt Lake. Proposal to increase above charge from 25 cents per ton of 2,000 lbs. to 75 cents per ton of 2,000 lbs.

Docket 1933—(Hearing 2:45 P. M., August 13th)—Oil cake meal in mixed carloads with poultry food as described in Item 820-B of Westbound Tariff 1-Q. Proposal to establish mixed carload rate of 81½ cents per 100 lbs. from Eastern points taking Group "D" rates to California terminals and intermediates.

Docket 1934—(Hearing 3 P. M., August 13th)—Iron guy clamps, wire rope clips, guy hooks, guy wire clamps, messenger clamps, thimbles, iron and steel hooks and turnbuckles, carloads and less. Proposal to reduce rates from Trenton, N. J., to California terminals and intermediates.

Docket 1470—Sulphur chloride in iron drums or in tank cars, carloads, from California points to Eastern points. Cancelled.

NEW RULES AND REGULATIONS GOVERNING EXPORT AND IMPORT TRAFFIC AT ALL PACIFIC COAST PORTS INCLUDING VANCOUVER, B. C.

After long and persistent effort on the part of the Traffic Bureau of the Chamber of Commerce, the State Board of Harbor Commissioners, the Western Freight Traffic Committee, the San Francisco District Freight Committee and the Portland District Freight Traffic Committee to formulate rules and regulations which will govern the port charges on export and import traffic, and to secure publication by the Railroad Administration of such rules and regulations, success has at last been reached.

The Railroad Administration announced under date of July 24th that the new tariffs would become effective September 10, 1919. When these new rules and regulations are in effect the port charges at all Pacific Coast ports and the practices in effect for handling export and import business will be uniform. These rules will govern the extent to which absorptions of port expenses will be made by rail carriers and by water carriers, the method of handling bills of lading, permits and all kindred operations involved in this character of transportation.

Briefly stated, the rules will provide for absorption by rail carriers on export freight of unloading charges up to 60 cents per ton, and a like amount on loading charges on import freight, the principle governing being that the steamship dock is the proper point of interchange of freight between rail and ocean carrier, and the rail carriers under these rules will make delivery on the dock. It will then devolve upon the steamship company to pick the freight up from the dock on export and deliver on the dock on import, and the steamship lines will absorb the handling charges from the dock to the vessel and vice-versa, up to 60 cents per ton.

Heretofore the rail line tariffs have provided for an absorption of $1 per ton at Puget Sound, and this amount has covered not only the loading and unloading charges from car to dock and from dock to car, but has also covered a portion of the port charges that would ordinarily have been borne by the ship, while no such absorption has been made by the rail carriers at San Francisco. The equalization brought about by these rules has cleared away the discrimination against San Francisco and should result in great benefit to the port.

IMPORT RATE ON VEGETABLE TALLOW

Mr. R. H. Countiss, Agent of the Transcontinental Freight Bureau, has filed application to publish an import rate of 90 cents per 100 lbs. on vegetable tallow, inedible, carloads, minimum weight 66,000 lbs., from Pacific Coast ports to points in the United States and Canada, in Eastbound Import Tariff No. 30-C.

CLAIM SETTLEMENT PLAN

Director-General Hines of the United States Railroad Administration has formulated a plan to expedite the settlement of loss and damage and overcharge claims. The whole plan is too extensive to publish here, but after careful review of it the Traffic Bureau is of the opinion that the delays in settlement of either loss and damage or overcharge claims should be considerably lessened, and further details in regard to its working will be given in a later issue.

Important Notice to All Manufacturers

The Industrial Committee of the Chamber has signified its determination to boost San Francisco's industries by authorizing the publication of a DIRECTORY OF SAN FRANCISCO MANUFACTURERS.

The directory will contain no advertising matter, but will list the name and address of every San Francisco factory, classified according to production and the principal articles manufactured.

Free copies will be sent to libraries and Chambers of Commerce throughout the United States and foreign countries, as well as to the American Consulates abroad. Copies will also be available for the purchasing departments of important American and foreign commercial and trading companies.

This directory will advertise your State, your city, and your business. It will help to increase your output and sell your goods and it won't cost you a penny.

If you manufacture anything from a cotterpin to a steam engine, fill out the card which will appear on this page of next week's "Activities" and mail at once to the Industrial Department, San Francisco Chamber of Commerce.

A minute of your time and a two-cent postage stamp will insure a place in the directory.

MANUFACTURING ADVANTAGES OF SAN FRANCISCO TO BE EXPLOITED

Literature in Course of Preparation

The Industrial Department of the Chamber is busily engaged in the preparation of such data and information as will be helpful in assisting the prospective factory operator to determine at what location his business might most expeditiously be conducted.

The files of the Chamber's offices have been built up from material gathered from many sources through a long period of time but have not heretofore been condensed in digest form suitable for giving briefly an adequate idea of the city's many advantages. The boiling down of the material at hand and supplementing it with such essentials as are lacking is necessarily a big undertaking on account of the complexity of the various elements which enter into manufacturing facilities offered by a community.

It has been found necessary to make an analysis of the requirements of nearly every conceivable form of factory operation, that the facts bearing upon each requirement may be intelligently assembled. When the analysis is reduced to outline form it covers everything from "Climate" through the catagory of "Available Raw Materials" and "Available Sites" to the possibilities of "Aerial Transportation."

It, probably, will be enlightening to know that there are fifteen or more elements which must so exist that the preponderence of favor in most of them override the disadvantages encountered in some of them before a location should be chosen for the establishment of an industry. A glance at the list of factors and the ramifications of each may convey an idea of the work involved in placing San Francisco in the proper light before those who are casting about for a location. The outline follows:

1. CLIMATE
   - Temperature, Precipitation, Wind Velocity, etc.
2. POPULATION
   - The World with relation to San Francisco.
   - The eleven western states as pertaining to the United States and to San Francisco.
   - Distribution of population in California, Oregon and Washington.
   - Population contiguous to San Francisco.
   - Population within the city.
3. RAW MATERIALS
   - Kinds available.
   - General locations of supply.
   - Quantity and quality prevailing.
   - Accessibility.
4. TRANSPORTATION
   - Passenger:
     - By motor vehicle.
     - By street car.
     - By railway.
     - By water.
     - By aircraft.
   - Freight:
     - By trucks, horse drawn and motor.
     - By rail.
     - By water.
     - By aircraft.
5. LABOR
   - Supply.
   - Character.
   - Efficiency.
   - Environment.
6. MARKETS
   - Purely local.
   - Domestic.
   - Foreign.
7. OVERHEAD
   - Rentals.
   - Taxes.
   - Insurance.
   - General Expense.
     - The "Charities Endorsement" situation.
     - Printing and publishing.
   - Clerk hire.
   - Light, Water and Telephone.
8. POWER
   - Electric.
   - Steam.
9. HEAT
   - Coal and coke.
   - Peat or "Coalite."
   - Gas.
   - Oil.
10. WATER
    - Municipal supply.
    - Spring Valley Supply.
    - Well water.
11. REAL ESTATE
    - San Francisco:
      - Industrial.
      - Residential.
    - Vicinity of San Francisco:
      - Industrial.
      - Residential.
12. BUILDINGS
    - Industrial
      - Construction
        - Laws and regulations governing.
    - Residential
      - Construction
        - Laws and regulations governing.
13. BANKING FACILITIES
    - Bank resources and deposits.
      - National banks
      - State and savings banks.
    - Bank Clearings.
      - Comparison with other cities.
14. LEGISLATION
    - California corporations.
    - Foreign corporations.
    - Labor laws.
    - General laws.
15. CITY STRUCTURE
    - Form of government.
    - Physical composition.
    - Social formation.

It is not the intention to print the compiled data in book form but to prepare a separate leaf for each subject together with an attractive portfolio cover which will contain the sheets treating of topics pertinent to the particular industry being prevailed upon to locate within this city.

A few weeks will probably elapse before copies of this material will be ready for presentation but at the proper time the announcement will be made through the columns of the "Activities." At that time members of the Chamber will be placed in possession of this work upon making their desires known to the Industrial Department.

Knight-Counihan Printing Co.

SAN FRANCISCO
CHAMBER OF COMMERCE ACTIVITIES

Volume 6 | The Commercial, Financial, Industrial and Governmental Metropolis of the Pacific Coast | Number 32

Every Thursday ——August 7, 1919

Ship Allocation Program Announced

Assistant Director Ebey of Shipping Board Submits Plan

At a meeting held in the offices of the San Francisco Chamber of Commerce Tuesday by the representatives of the special committee on shipping appointed as a result of conference of merchants and shippers with John H. Rosseter, Director of Operations of the United States Shipping Board, a tentative program of ships' sailings was announced. Marshall Dill, Chairman of the Special Committee reported that he had just been in consultation with H. H. Ebey, Pacific Coast Director of Operations for the Shipping Board and that a most satisfactory program had been enunciated by Ebey. Several days ago reports were received from Washington of the allocation to various ports of a number of shipping board vessels. According to Ebey the reason that San Francisco was apparently ignored in this recapitulation was that his recommendations were not received by the Shipping Board until forty-eight hours after the general announcement had been released. Ebey further stated that his program had been brought to the attention of Rosseter who with a few slight changes approved his findings.

Mr. Dill, in commenting upon his conference with Ebey, brought out the fact that the greatest willingness is being exhibited by the local office of the Shipping Board to give the utmost co-operation and attention to the necessities of Pacific Coast shipping. He stated that he was astonished at the amount of labor and the results which had been obtained by Ebey's office and professed the belief, which was endorsed by the committee, that the tentative program would result satisfactorily to Pacific Coast shipping interests.

On motion of Mr. Ben C. Daily, seconded by W. H. Hammer, it was decided that a vote of thanks be given to Mr. Ebey for the labor and thought expended in the proposed allocation program. The general trade development program submitted to the special committee is as follows:

15 Ships (weekly sailings) San Francisco to Japan, China and Philippines.
2 Ships San Francisco to Vladivostok, Manchuria, China and Japan.
2 Ships San Francisco to India and Dutch East Indies.
2 Ships San Francisco to Tahiti, Tonga, Apia and Honolulu.
4 Ships Los Angeles to Japan, China and Philippines (weekly sailings).
4 Ships (weekly sailings) Portland to Japan, China and Philippines.
14 Ships Seattle to Siberia, Manchuria, Japan, China and Philippines.
10 Ships from general Pacific Coast ports to Europe.
4 Ships from general Pacific Coast ports to Australia and New Zealand.
3 Ships from general Pacific Coast ports to West Coast of Mexico, Central America and South America.
3 Ships from general Pacific Coast ports to West Indies, Venezuela and Colombia.

The above is the tentative general program which would constitute regular sailings over these specified trade routes.

In addition to the foregoing allocation to regular trade routes there will be fifteen ships which would be known as seasonable or tramp ships. They will be placed in service from Pacific Coast ports to China, India and Australia and will call at any Coast ports if the amount of trade will insure a sufficient cargo.

Attention is also called to the fact that while the Fleet is in the Pacific, which will probably be for an indefinite period a constant circle of 75,000 deadweight tons will be utilized for the supplying of the Fleet with coal. These vessels will take their inception on Atlantic ports, delivering their cargoes of coal for the Fleet in San Diego, San Francisco, Seattle and Honolulu, and will be available to Pacific Coast merchants for return cargoes to the Atlantic.

(*Over*)

It is also called to the attention of the merchants that there will be available for August-September allocation and part of this has already been allocated to shipping organizations:

48 ships aggregating approximately 400,000 tons.
These ships will be divided as follows:

20 to San Francisco,
12 to Portland,
16 to Seattle.

It is desired by the Shipping Board that they receive any suggestions or recommendations as to changes in the above development program, and they invite cooperation and ideas on the subject.

OCEAN FREIGHT RATES WILL ALSO RECEIVE CONSIDERATION

The Committee expressed its unanimous approval of the plan outlined by the Shipping Board but also voiced its opinion of the necessity of bringing ocean freight rates on the Pacific to a parity with those of the Atlantic. It was recognized that at the present time few reductions could be secured in transcontinental import and export rail rates except by persistent hammering for the lowering of individual commodity rates. The matter of securing these individual adjustments, which will not materially effect the general situation, is being taken up at the present time, but before considering the bigger problem of ocean freight rates, it was decided to appoint a sub-committee to investigate and report back what it should consider proper rates for Pacific ocean commerce. Mr. Dill appointed Messrs. B. C. Daily and W. K. Hughes to this committee and they have agreed to make their report to the committee at its next meeting, Friday, August 8th.

A comparison of local rates with those of the Atlantic shows apparent discrimination, but it has been pointed out to the Committee that the Shipping Board in instituting the rates here were prepared to receive any criticisms or suggestions which might be offered by the merchants and operators; in fact this sentiment of desiring honest criticism and information was the keynote of Assistant Director Ebey's talk with Chairman Dill, and the sailing program just announced is as well open to suggestions for improvement as to routes and number of ships allotted to such routes. Particular emphasis is placed upon the mention made previously in this article of the necessity of merchants bringing their suggestions and possible criticisms to the Shipping Board, and it is also urged that special attention be drawn to the allocation of ships during August-September and to the fact that operators are asked to make application to the Shipping Board in case they desire to use the ships under the plan offered by the Board.

AMENDMENTS TO THE COMPENSATION LAWS

On July 22, 1919, the amendments to the Workmen's Compensation, Insurance and Safety Act, as adopted by the last California Legislature became effective. The Industrial Accident Commission has prepared a summary of these amendments. Approximately seventeen changes were made in the Act.

The waiting period was reduced from ten days to seven days. Compensation will be payable to the injured man on the eighth day after he leaves work as the result of an industrial injury.

When an employee under sixteen years of age is injured, it shall be the presumption that such injury was not caused by serious and willful misconduct.

Serious and willful misconduct cannot be charged against the injured employee by the employer if the injury is caused by the failure of the employer to comply with any provision of law or any safety order of the commission with reference to the safety of places of employment.

In claims of serious and willful misconduct made against the employer, the general superintendent is made responsible for the corporation, as well as the executive or managing officer.

Non-resident aliens are required to prove their dependency and cannot be conclusively presumed to be dependent.

Applications for adjustment of controversies may be filed with the Industrial Accident Commission by the attorney or other representatative of an injured employee, if authorized to do so in writing.

A lien against compensation will be permitted for the support of dependents, as well as for the living expenses of the employee.

Self-insurers shall not be required to pay any sums into the State Compensation Insurance Fund to cover liability for compensation, excepting in life pension cases.

It is a misdemeanor not to report forthwith a fatal industrial injury, by either telephone or telegraph, to the Industrial Accident Commission.

An injunction may be issued against an unsafe place of employment if it constitutes a serious menace to employees, provided that such application for an injunction comes from the Industrial Accident Commission or a member of the Commission.

The Commission is authorized to tag dangerous machinery and the use of such machinery is prohibited until the tag is removed by an authorized representative of the Commission.

Chapter 183 creates a liability on the part of the employers or their insurance carriers, in addition to any liability heretofore fixed by law, in case of the death of an employee who leaves no dependents. Under such conditions it is required that a death benefit of $350 be paid and the Industrial Accident Commission is authorized to draw upon the fund created for the promotion of re-education and rehabilitation of persons disabled in industry in California. This new law was passed in response to a public demand that crippled men be aided in acquiring new occupations. It will reduce dependency and prove of material benefit to the citizens of the State.

INTERNATIONAL ARBITRATION SUGGESTED FOR WORLD COMMERCE

Local Chamber to Initiate Movement

A topic of the utmost importance to the future commercial relations between the business interests of the United States and other countries was brought to the attention of the Foreign Trade Committee of the San Francisco Chamber of Commerce recently.

P. C. Denroche, who had been appointed Chairman of the Special Committee to make a report on the subject of International Commercial Arbitration reported the findings of his committee and emphasized the importance of some arrangement being made with other countries whereby disputes could be fairly arbitrated. Denroche brought out the necessity of protection to the business men in either this or foreign countries against the unscrupulous individual or firm who endeavors to evade payment of an account. He stated that very often flimsy excuses were advanced for non-payment of bills and with, occasionally, no excuse at all the buyer absolutely refusing to accept the goods ordered due to a falling market or other conditions which impelled him to break his contract or cancel his order.

The plan, as suggested by Mr. Denroche, would coordinate all of the Chambers of Commerce and Commercial organizations throughout the world in an effort to have Arbitration Committees appointed under a system of international rules and regulations which would govern all arbitration cases presented to the individual units. In communities where no commercial organization exists it was suggested that the American Consul could represent the interests of American business men and secure the appointment of an Arbitration Committee, which committee would render its decisions in accordance with the international principles which would be evolved. Mr. Denroche further suggested to the Foreign Trade Committee that this matter was of such a broad character that it would be impossible to institute a world wide system of arbitration from San Francisco alone and therefore suggested that the matter be brought to the attention of the Chamber of Commerce of the United States for its consideration. Inasmuch as the National Chamber Board of Directors will have a summer meeting at Seattle early in August it was urged that the matter be brought to their attention at that time.

The report made by Mr. Denroche appealed strongly to the members of the Foreign Trade Committee and it was ordered that the National Chamber be fully advised along this line and that they be approached on the subject on their arrival in San Francisco last Monday with the idea of having the matter formally presented at the Seattle meeting.

OPPORTUNITY FOR REPRESENTATION IN CHINA

The Chamber is in touch with a man who is leaving next month for China and wishes to get in touch with any San Francisco merchants who desire representation in that country. Has spent ten years in Yangtse Valley, speaks and writes Chinese. Headquarters will be established in Shanghai, and branches in Canton and other Chinese business centers, covering a section inhabited by one hundred million people.

COFFEE ARRIVALS

The Green Coffee Association of the San Francisco Chamber of Commerce reports the following arrivals during the past week with coffee consigned to members:

July 27, 1919—S. S. Tjisalak, 53,585 bags of coffee.

July 28, 1919—S. S. Centralia, 5,509 bags of coffee.

July 31, 1919—S. S. San Juan, 20,743 bags of coffee.

TRANS-PACIFIC MAILS

The following sailing dates and closing times of Trans-Pacific Mails are based on the latest information furnished by steamship companies. They are subject to change on notice. Paper mail for Hawaiian and Philippine Islands closes one hour earlier than time given.

Destination	Steamer	Leave	Date	Ordinary Mail Closes Ferry	Registered Mail Closes Ferry
Australia and W. Australia	Ventura	S. F.	Aug.12	11:30 am	11:00 am
New Zealand	Ventura	S. F.	Aug.12	11:30 am	11:00 am
	Moana	S. F.	Aug.31	8:30 am	8:00 am
China	Monteagle	Seattle	Aug.23	9:20 am.Aug.21	8:00 pm.Aug.20
	Ecuador	S. F.	Aug.23	10:30 am	10:00 am
	Tenyo Maru	S. F.	Aug.27	10:30 am	10:00 am
Japan	Nippon Maru	S. F.	Aug.12	10:30 am	10:00 am
	Monteagle	Seattle	Aug.23	9:20 am.Aug.21	8:00 pm.Aug.20
	Ecuador	S. F.	Aug.23	10:30 am	10:00 am
	Tenyo Maru	S. F.	Aug.27	10:30 am	10:00 am
Hongkong	Nippon Maru	S. F.	Aug.12	10:30 am	10:00 am
	Monteagle	Seattle	Aug.23	9:20 am.Aug.21	8:00 pm.Aug.20
	Tenyo Maru	S. F.	Aug.27	10:30 am	10:00 am
Hawaii	Ventura	S. F.	Aug.12	12:30 pm	12:00 m
	Transport	S. F.	Aug.15	9:00 am	8:30 am
	Lurline	S. F.	Aug.19	2:30 pm	2:00 pm
	Ecuador	S. F.	Aug.23	11:30 am	11:00 am
Manila, P. I.	Nippon Maru	S. F.	Aug.12	10:30 am	10:00 am
	Monteagle	Seattle	Aug.23	9:20 am.Aug.21	8:00 pm.Aug.20
	Ecuador	S. F.	Aug.23	10:30 am	10:00 am
Dutch East Indies	Nippon Maru	S. F.	Aug.12	10:30 am	10:00 am
	Tjisalak	S. F.	Aug.15	10:30 am	10:00 am
	Monteagle	Seattle	Aug.23	9:20 am.Aug.21	8:00 pm.Aug.20
	Ecuador	S. F.	Aug.23	10:30 am	10:00 am
Tahiti	Moana	S. F.	Aug.31	8:30 am	8:00 am
Straits Settlements	Via New York unless specially addressed via Pacific steamers				

San Francisco Chamber of Commerce Activities

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For What You Want to Know —— Call KEARNY 112

ROBERT NEWTON LYNCH ADDRESSES COMMONWEALTH CLUB ON JAPANESE PROBLEMS

In an address before the Commonwealth Club on Saturday, August 2nd, Mr. Robert Newton Lynch, Vice-President and Manager of the San Francisco Chamber of Commerce gave his impressions of his recent visit to Japan. Mr. Lynch reported a most cordial reception on behalf of the Chambers of Commerce of the leading cities of Japan and the practical plans for cooperation between these organizations and the San Francisco Chamber of Commerce. Mr. Lynch spoke highly of the standing and capacity of the business men whom he met and their evident willingness to discuss problems of Japan's relation with the United States. These gentlemen were very anxious, he said, to find the real causes of misunderstanding and showed a disposition to bring influence to bear to change any policies or conditions which interfered with the freest commercial cooperation.

Mr. Lynch sketched the present situation in Japan and outlined the perplexing difficulties arising out of the fundamental necessity of expansion which Japan finds in seeking an outlet for the great increase in her population. In as much as Japan has less than the area of Texas, she must either greatly develop her industrial resources or seek the migration of large numbers to Manchuria, South America or some other quarter not already preempted or where distressing and unsolvable race problems would result.

Mr. Lynch made a particular report on the industrial conditions at present obtaining in Japan and especially those resulting from the conclusion of the war. Wages in Japan have doubled and there is no tendency to reduce standards set by war conditions. Various labor organizations are being formed, up to the present time under strict surveillance and control, but Japan industrially is facing the issue of the operation of the same restless forces which are characteristic of Occidental nations.

The speaker referred to the suspicion and distrust which Japan is meeting on the part of the other nations and the tendency to regard the whole situation with pessimism. On the other hand he sketched the relation of the Pacific Coast to the development of Oriental commerce and the serious misfortune which would attend the fact of permanent misunderstanding. He expressed his belief that the better elements in Japan could be appealed to, to eliminate the objectionable conditions and methods and that a spirit of helpfulness should be shown Japan in bringing the best commercial and thinking elements to more dominent influence.

FOREIGN TRADE OPPORTUNITIES

3249. Vienna, Austria. Party desires to get in touch with publishing houses which issue commercial publications in the interest of foreign business.

3250. Edmonton, Alberta. Firm desires to get in touch with dealers in Prime California Redwood—3x5 and 3x9. Desires quotations by wire, also date when delivery could be made.

3251. Sydney, Australia. Well established Australian firm desires to get in touch with importers of wool, sheep skins, rabbit skins, butter and copra.

3252. Paris, France. Party desires to get in touch with California manufacturers of specialties.

3253. San Salvador, Salvador. Firm desires to get in touch with exporters of flour, corrugated, stamped and plain iron sheeting, and other metals, such as expanded metals for building purposes, Oregon Pine and Redwood matched and plain lumber; cement, paints and hardware.

3254. Nagoya, Japan. Firm desires to get in touch with exporters of skin, leather, feather, cotton goods, paper, cedar, iron and steel, fancy goods, toilet goods, watches and clocks.

3255. Paris, France. Party wishes to get in touch with American firms desiring an Agent in France to handle autos, motors, machines, tools, hardware and foodstuffs.

FOREIGN TRADE OPPORTUNITY

Mr. R. Stein of Stein Bros., 239 Geary Street, is leaving shortly for Czecho, Slovonac Republic, and would like to get in touch with California houses wishing to export goods to that and neighboring countries.

BUSINESS MEN AROUSED OVER CABLE CONDITIONS

National Foreign Trade Council Adds Weight to Complaint

The San Francisco Chamber of Commerce has for some months past been actively interested in securing some alleviation of the cable conditions. The attention of Congress, the Departments of Commerce and State, the Cable Company and the Marconi Company, as well as that of other commercial organizations on the Coast, has been drawn to the long delays in dispatching messages to the Far East.

The latest organization to take action is the National Foreign Trade Council as indicated by the following wire addressed to the Foreign Trade Department of this Chamber just received:

> "National Foreign Trade Councils Committee on Foreign Communications has received increasing number communications from business men from various parts of country reciting difficulties they encounter in trans-Pacific communications. Some statements show great delay and inefficient service by wireless as well as cable. Letter received this morning from lumber company doing business Philippines says:
>
> 'Our office here sent Manila office code message April twelfth which was received Manila June thirteenth we sent another longer message May third which was received June sixteenth first cable received three weeks after mail confirmation. Writers experience Manila last spring showed wireless service via Guam worthless as messages garbled and Government refused repetition. Unintelligible words. General Manager at Manila advises abandoning use of cable for present.'
>
> Councils Committee is advised messages to Far East can be cabled in plain language but only ten word message by one concern a day practically impossible do business. Plain language messages limited to ten words and prohibition of code is prohibition of business houses whose ordinary requirements are hundred or more code words per day."

ALL BAY DISTRICT TERRITORY BENEFICIAL TO SAN FRANCISCO

It is hard to realize the tremendous benefit to San Francisco brought about by the establishment or maintenance of the great number of heavy industries which is rapidly increasing in the region surrounding the waters of the bay.

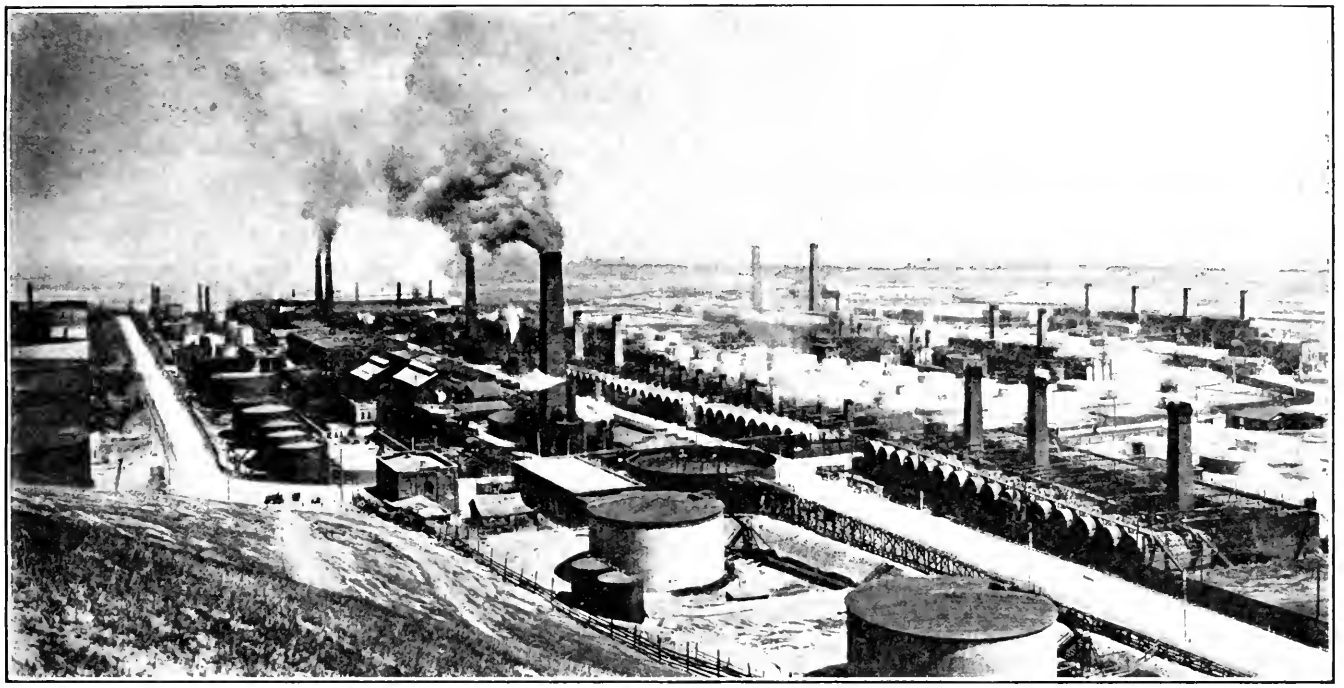
At the present time it is possible to name one hundred and ninety-five such concerns which operate large factories in the bay district but which maintain head offices in San Francisco. More remain unlisted.

Aside from the Shipyards, the Standard Oil Refinery at Richmond is perhaps the largest employer of labor. According to a report which has been received by the Chamber of Commerce the payroll of the refinery covers thirty-five hundred employees and it is claimed that the five thousand man mark will probably be reached before long. The Standard Oil Company is said to have acquired a large tract of land adjoining the plant and to have filled and leveled the ground for new works. Extensive work has been done on a harbor that will permit the steamers of the Corporation's fleet to go directly to the plant. The Company now has wharves of great berthing space on the natural deep water frontage of Richmond.

The Harbor at Richmond has been dredged and much concrete piling has been driven. One feature of the work is a turning basin covering twenty-seven acres. On this basin there has been completed one of the largest box factories in the West. A new $750,000 laboratory and office building is now under construction.

The refinery site with recent additions contains 1,360 acres. The present capacity of the plant is now about 60,000 barrels daily. Three lines of pipe bring crude oil from the fields in the South while a large volume of crude product is also brought in by tank steamers from Texas and other fields.

The developments of Richmond, South San Francisco, Bay Point and many sections of the bay outside of San Francisco, Oakland, Alameda and Berkeley mean much to San Francisco.



While a tremendous number of wage earners are employed among the bay cities, it is easy to overlook the fact that a very large percentage of the persons who are engaged in gainful occupations in San Francisco are dependent upon clerical and official position for their livelihood.

With the development which is taking place it is not surprising that there are so few vacant dwelling places in San Francisco and that the business done by the banks, the Post Office and the mercantile houses so heavily exceeds that done by other Pacific Coast cities.

LOCAL FIRM TO REPRESENT BIG MACHINERY HOUSE

It has just been announced that the Frank O. Renstrom Company, Van Ness and Golden Gate, has been appointed distributor in California and Nevada for the Minneapolis Steel and Machinery Company of Minneapolis. This is one of the largest machinery manufacturing concerns in the country, with branches and distributors located in practically all of the largest business centers of the United States and Canada. This company has established a nation-wide reputation as manufacturers of one of the strongest line of tractors in the country. For the first time in the history of the tractor industry, a four-cylinder, sixteen valve engine, (valve-in-head type) is now applied to the distillate burning tractor. This type of motor, famous for its tremendous power and efficient cooling, actually enables this tractor to deliver 25% more than its rated horse power. It is a four-cylinder, vertical block engine with removable cylinder sleeves and counter-balanced crank shaft.

DUN'S REVIEW

Wholesale dry goods merchants report business continuously good, sales running well ahead of last year, and collections entirely satisfactory. A good export trade is being transacted, especially with the republics to the South, country demand is very good and city trade satisfactory. Price increases account for some of the activity, but retailers report goods moving out well. Shoes are selling in good volume, domestic demand showing good improvement, in spite of extremely high prices. Rubber apparel is seasonably quiet, but tires are making new record, according to leading dealers, and demand for mechanical goods is improving. Hardware jobbers are finding it difficult to maintain full stocks, are enjoying an active country trade and fair city business. More lumber is being sold for house construction and city business is better, car shipments are held back by car shortage, and large off-shore business is offering. Hardware is in good demand. Wholesale stationers report business showing good gains over a year ago, booksellers report improvement and picture frames and similar merchandise are in increasingly better demand. Cloak and suit and waist jobbers report merchandise easier to obtain, with the result that stocks are fuller, and salesmen are sending in very substantial orders. Men's clothing is too high priced to move easily and while retailers report volume as holding even, fewer sales make up the total. Large amounts of canned tomatoes and other products were marketed by the government this week, without disturbing the market materially. A great deal of foreign demand exists for both canned and dried fruits, for which exporters hesitate to make firm offers, on account of fear that packs will not be sufficient, the contracts offered by the packers, all containing a clause allowing pro-rata deliveries if pack is short. Collections are good in all lines and failures very few.

MONEY MARKET

At 5½ to 6%, the market continues steady, commercial paper moving well, and banks having no hesitation in taking care of ordinary requirements.

RELIEF FOR DRAUGHT-STRICKEN TERRITORY

Recognizing the far-reaching distress brought about by the severe drought conditions in Montana, Wyoming and western North Dakota, which has resulted in practically eliminating all suitable pasture for great quantities of live stock and threatened their destruction, the Railroad Administration have authorized special reduced rates, effective immediately, both for the transportation of feed into the affected area and for the transportation of live stock to feeding grounds or market. These concessions have been made necessary by conditions of exceptional severity existing over an extremely large area and afford the only possible means of relief.

It is believed that the plan adopted will result, not only in making possible the saving of the live stock affected but will also permit re-stocking the ranges next spring.

The rate concessions consist of applying half the regular charges on shipments of all classes of stock feed into the drought area; also a material reduction in the rate on cattle and sheep shipped to outside grazing points and returned next spring when grass is again available. Special concessions have also been granted under which immature stock in this district may be shipped to grazing and feeding points in other states and forwarded to permanent markets at any time within a period of one year.

The Railroad Administration have also instructed the representatives of all the railroads in that territory, to cooperate with the public in every way to expedite the movement of stock and to render all possible assistance from a transportation standpoint.

TRADE AT A GLANCE BY BRADSTREETS

SAN FRANCISCO
- Wholesale and Jobbing Trade—Good.
- Retail Trade—Good.
- Manufacturing and Industry—Active.
- Collections—Good.
- General Conditions—Excellent.
- Crop Conditions—Very good.

SEATTLE
- Wholesale and Jobbing Trade—Good.
- Retail Trade—Good.
- Manufacturing and Industry—Active.
- Collections—Good.
- Crops—Good.

PORTLAND
- Wholesale and Jobbing Trade—Good.
- Retail Trade—Good.
- Manufacturing and Industry—Fair.
- Collections—Good.
- Crops—Good.

SPOKANE
- Wholesale and Jobbing Trade—Good.
- Retail Trade—Good.
- Manufacturing and Industry—Active.
- Collections—Good.
- Crops—Good.

LOS ANGELES
- Retail Trade—Fair.
- Wholesale Trade—Fair.
- Collections—Fairly good.
- Manufacturing and Industry—Good.

SAN FRANCISCO'S WELCOME

One hundred thousand dollars, $52,250 of which was raised in twenty minutes, will be spent in the entertainment of the Fleet and on the War Women's Day Parade and Ball in this city.

War Women's Day is an integral and official part of the program which occurs when the Fleet arrives.

The parade of veterans in tribute to the womanhood that backed them up in war will include the mighty hosts of the Fleet and of the entire military establishment about the bay.

It is the veterans however, the men who have laid aside their uniforms and gone back to civil life who will furnish the backbone of this unique parade.

The opportunity for a reunion of many a doughboy with his "buddie," and the frolic upon which this city will expend $100,000, together with the spectacle of the Fleet's arrival are all expected to bring half a million people upon the sidewalks of Market Street, or marching in the parade.

Every veteran in northern California is being asked to plan personally to participate in the War Women's Day Parade.

LECONTE MEMORIAL LECTURES IN YOSEMITE

The University of California Extension Division has just completed a series of scientific lectures in Yosemite National Park which has attracted nation-wide attention. To the visitors at the Park this summer, the addresses proved both instructive and entertaining, forming a unique special feature to an unusually successful season.

The lectures, which are to be given each year, are known as the LeConte Memorial Lectures, instituted in honor of the naturalist and geologist, Joseph LeConte, who for thirty years was a member of the faculty of the University. The speakers are all men of recognized standing in their various fields. Each gave a series of three lectures, making twelve lectures in all.

MARINE DEPARTMENT

Norway Pacific Line have placed their Motorship George Washington on berth for Scandinavian ports to sail early in November.

Steamer San Juan of the Pacific Mail fleet arrived here from Central American ports bringing among her cargo 20,743 bags coffee and 27 bars bullion valued at $161,221.43, big shipments of cocoanut oil, hides, etc.

The following are the imports from foreign ports by water arriving in this harbor during the month of July: 157,939 bags coffee, 9,407 bags cocoa, 10,090 tons Eastern coal, 44,039 packages fibre, 3,652 hides, 18,084 bales hemp, 1,325 tons nitre, 12,767 sacks 6,914 tons copra, 866 boxes China oil, 7,607 tons cocoanut oil, 134,846 barrels oil, 31,218 cases oil, 1,968 rolls matting, 57,060 centals wheat, 5,967 bales rubber, 2,891 ingots tin, 71,530 bags rice, 33,273 bags sugar, 1,100 tons sugar, 23,093 packages tea, 1,342 cases cigars, 102,970 packages China merchandise, 9,985 packages silk, 16,977 bags China beans, 5,534 bales gunnies, 5,390 packages spices, 10,921 packages Shoyu, 170 boxes limes, 4,850 packages kapok, 540 bales flaxseed, 123,000 firebricks.

Standard Oil Company imported 32,000 barrels of crude oil from Tampico last week.

The Dairen Maru, one of the Trans-Oceanic's freighters arrived here last week from Kobe and Yokohama, with a large and diversified Oriental cargo. Principal items were 1,770 tons beans, 2,136 tons various oils, 123 tons peanuts, and 1,289 tons miscellaneous freight.

Burns, Philp & Co. have the Motorship Murua, loading copra at the Gilbert Islands for San Francisco for owners account. Upon discharge here the vessel will load outward for Australian ports.

The Shell Oil Co.'s Tanker Silver Shell sailed from this port July 25th for Shanghai with a full load of kerosene oil.

The Harrison Direct Line Steamer Crown of Galicia, from ports in Great Britain via Santa Rosalia, arrived here last week, and after discharging part cargo, proceeded to British Columbia and Puget Sound ports to put out remainder. The vessel will then return to San Francisco and load outward for Liverpool direct, sailing on August 15th. Other vessels of the line to sail from here shortly will be the Crown of Toledo for London and Liverpool direct on August 10th, and the Orator on September..... for Liverpool. The Historian will load at London August 27th, Glasgow September 3rd and Liverpool September 5th for Pacific Coast ports.

Steamer Mono which left here last week for Queenstown took 5,488,500 lbs. of barley, all of which was loaded at Port Costa. E. L. Eyre & Company cleared cargo.

Dutch Steamer Tjisalak arriving here last week from Macassar bringing large shipments of coffee, consisting of 14,840 bags, fibre amounting to 43,970 bales, 4,850 packages kapok, and large shipments of cocoanut oil, cocoa beans, rubber, etc., 86 cases gold and silver bullion, and one case platinum. The two latter being consigned to the Wells Fargo Nevada National Bank.

U. S. Shipping Board Freighter Utacarbon was launched last week from the plant of the Bethlehem Shipyard, Alameda.

The next Pacific Mail Steamship Company's freighter to leave this port for Manila and Hongkong will be the Steamer West Sequana booked to leave September 1st, this will be followed by the West Conob on September 27th. The Steamer Colusa in the East India Service will leave out on September 20th. The Steamer Archer is booked to steam from here early this month for Oriental ports and will carry close to 10,000 tons of cargo, a part of which will be 5,000 tons of mixed oils shipped by the Standard Oil Company.

Union Oil Company's Steamer Los Angeles arrived here last week from Port Lobos, Mexico, bringing 6,800 tons of crude oil.

Barkentine City of Sydney has been chartered by J. J. Moore & Company to load at this port for Melbourne and Sydney, N. S. W., and to other Australian ports if sufficient inducements offer. The vessel will leave out some time during the month.

Gulf Mail Steamship Company have chartered the Steamer Admiral Goodrich to load at this port for Manzanillo, Salina Cruz and Callao, steaming from here about August 10th.

Steamer La Primera which arrived here last week from the South Coast, after some minor repairs, and overhauling will be placed into the coastwise trade. The vessel was recently sold by the Standard Oil Company.

Steamer Ventura of the Oceanic Steamship Company arriving here from Australian ports brought large shipments of beef, copra, sugar, etc. Steamer Manoa from Honolulu brought 103,060 bags raw sugar to be discharged at Crockett Refinery 31,910 cases canned pineapples and large shipments of bananas, molasses, copra and sisal fibre.

Y. M. C. A. PLANS INDUSTRIAL PROGRAM

A city-wide industrial program, aiming to bring about closer cooperation between employees and employers through athletic and recreational programs at factories and industrial plants, educational work and social affairs among workers, has been launched by the San Francisco Y. M. C. A. with the assistance of an executive committee made up of labor leaders and heads of industries in San Francisco.

Already thirteen of the largest industrial plants in the city have taken hold of the program. At these plants during the noon hour may be seen employees and employers playing together at athletic sports, vieing with each other at baseball, basketball or some other game. Social programs also are held at which employees and employers share together in the festivities.

"The purpose of this department is to stimulate morale just as recreational work kept up the morale of the men of the Army and Navy during the war," said J. H. LeGrand, Executive Secretary in charge of the industrial program. "This department does not propose to enter into labor difficulties."

LeGrand is assisted by O. C. Thompson in charge of the athletic work and by John R. Titsworth, who is conducting the Americanization phase of the program.

Classes in English and Civics are held for Spanish, Mexican, Greek, Nicaraguan Rumanian and Italian residents of the city, many of them being employees of industrial concerns.

EXPORTS—SAN FRANCISCO FOR FISCAL YEAR ENDING JUNE 30, 1919

Compiled by Foreign Trade Department of the San Francisco Chamber of Commerce

	1918	1919	Inc. or Dec.	
EUROPE:				
France	$1,654,876	$1,785,504	$ 130,628	Inc.
Denmark	.....	332,365	332,365	Inc.
Belgium	.....	501,450	501,450	Inc.
Russia	169,692	.....	169,692	Dec.
Sweden	.....	448,943	448,943	Inc.
England	4,446,961	5,728,679	1,281,718	Inc.
Scotland	297,083	69,293	227,790	Dec.
Ireland	.....	415,350	415,350	Inc.
Finland	.....	61,873	61,873	Inc.
Total	$6,568,612	$9,343,457	$2,774,845	Inc.
NORTH AMERICA:				
Canada	$7,835,392	$7,018,371	$ 817,021	Dec.
New Foundland	235	.....	235	Dec.
	$7,835,627	$7,018,371	$ 817,256	Dec.
WEST INDIES:				
Cuba	$ 534,170	$ 70,816	$ 463,354	Dec.
Dutch West Indies	.....	2,932	2,932	Inc.
Jamaica	150	.....	150	Dec.
Other British West Indies	103,902	.....	103,902	Dec.
Santa Domingo	5,400	.....	5,400	Dec.
Trinidad and Tobago	8,400	.....	8,400	Dec.
Haiti	3,750	.....	3,750	Dec.
Total	$ 655,772	$ 73,748	$ 582,024	Dec.
CENTRAL AMERICA:				
Costa Rica	$ 143,131	$ 285,477	$ 142,346	Inc.
Guatemala	1,023,335	810,447	212,888	Dec.
Honduras	219,830	319,449	99,619	Inc.
Nicaragua	641,539	941,816	300,277	Inc.
Panama	971,808	1,248,652	276,844	Inc.
Salvador	1,028,143	1,272,974	244,831	Inc.
Mexico	4,822,019	5,216,589	394,570	Inc.
Total	$8,849,805	$10,095,404	$1,245,599	Inc.
SOUTH AMERICA:				
Argentina	$ 101,816	$ 275	$ 101,541	Dec.
Bolivia	669,964	620,843	49,121	Dec.
Brazil	275	.....	275	Dec.
Chile	3,612,859	3,410,299	202,560	Dec.
Colombia	90,721	144,677	53,956	Inc.
Ecuador	264,573	349,286	84,713	Inc.
Guianas	16,843	68	16,775	Dec.
Paraguay	1,954	1,131	823	Dec.
Peru	1,114,555	1,480,413	365,858	Inc.
Uruguay	.....	3,745	3,745	Inc.
Total	$ 5,873,560	$6,010,737	$ 137,177	Inc.
ASIA:				
Aden	$ 892	$ 5,787	$ 4,895	Inc.
China	11,214,693	18,811,450	7,596,757	Inc.
Japanese China	930,409	1,062,133	131,724	Inc.
Chosen	196,472	500,250	303,778	Inc.
British India	4,239,418	4,636,540	397,122	Inc.
Straits Settlements	3,306,722	3,748,752	442,030	Inc.
Other British East Indies	227,231	277,495	50,264	Inc.
Dutch East Indies	10,481,701	21,580,830	11,099,129	Inc.
French East Indies	219,128	682,388	463,260	Inc.
Hongkong	5,394,320	6,258,591	864,271	Inc.
Japan	84,597,974	59,911,248	24,686,726	Dec.
Russia in Asia	392,984	2,146,171	1,753,187	Inc.
Siam	670,657	624,736	45,921	Dec.
Persia	.....	10,666	10,666	Inc.
Portuguese East India	3,404	4,988	1,584	Inc.
German China	19,393	15	19,378	Dec.
British China	4,700	.....	4,700	Dec.
Turkey in Asia	108,920	.....	108,920	Dec.
Total	$122,009,018	$120,262,040	$1,746,978	Dec.

	1918	1919	Inc. or Dec.	
OCEANIA:				
Australia	$19,313,149	$34,437,592	$15,124,443	Inc.
New Zealand	7,903,173	12,222,726	4,319,553	Inc.
Other British	402,733	496,687	93,954	Inc.
French Oceania	1,192,634	1,129,850	62,784	Dec.
German Oceania	473,722	254,807	218,915	Dec.
Philippines	24,931,280	37,875,740	12,944,460	Inc.
Total	$54,216,691	$86,417,402	$32,200,711	Inc.
AFRICA:				
British South Africa	$ 52,395	$ 287,330	$ 234,935	Inc.
Egypt	659	109,387	108,728	Inc.
British East Africa	189	400	211	Inc.
Abyssinia	2,000	.....	2,000	Dec.
British West Africa	37	.....	37	Dec.
Total	$ 55,280	$ 397,117	$ 341,837	Inc.
Grand Total	$206,064,365	$239,618,276	$ 33,553,911	Inc.

IMPORTS—SAN FRANCISCO FOR FISCAL YEAR ENDING JUNE 30, 1919

EUROPE				
Austria	$.....	$ 205	$ 205	Inc.
Belgium	.....	72	72	Inc.
Denmark	15,235	2,683	12,552	Dec.
France	437,885	271,857	166,028	Dec.
Germany	3,048	6,642	3,594	Inc.
Greece	.....	9,488	9,488	Inc.
Italy	302,164	131,927	170,237	Dec.
Netherlands	104,927	225,972	121,045	Inc.
Norway	11,857	20,185	8,328	Inc.
Portugal	52,771	41,644	11,127	Dec.
Russia	.....	57,949	57,949	Inc.
Spain	57,616	103,002	45,386	Inc.
Sweden	263,062	165,039	98,023	Dec.
Switzerland	5,630	26,102	20,472	Inc.
England	547,433	492,656	54,777	Dec.
Scotland	153,289	40,593	112,705	Dec.
Ireland	70,508	48,025	22,483	Dec.
Azores	.....	25	25	Inc.
Total	$2,025,434	$1,644,066	$ 381,368	Dec.
NORTH AMERICA:				
Canada	$2,367,478	$1,905,934	$ 461,544	Dec.
Total	$2,367,478	$1,905,934	$ 461,544	Dec.
WEST INDIES:				
Cuba	$ 162,076	$ 92,553	$ 69,523	Dec.
Jamaica	9,335	13,268	3,933	Inc.
Other British West Indies	.....	100	100	Inc.
Trinidad	38,978	12,775	26,203	Dec.
Total	$ 210,389	$ 118,696	$ 91,693	Dec.
CENTRAL AMERICA:				
Costa Rica	$ 869,496	$1,126,442	$ 256,946	Inc.
Guatemala	3,587,899	5,193,672	1,605,773	Inc.
Honduras	45,517	129,839	84,322	Inc.
Nicaragua	2,180,405	1,572,070	608,335	Dec.
Panama	117,601	267,238	149,637	Inc.
Salvador	4,782,026	3,742,069	1,039,957	Dec.
Mexico	2,741,500	1,911,632	829,868	Dec.
Total	$14,324,444	$13,942,962	$ 381,482	Dec.
SOUTH AMERICA:				
Argentina	$ 3,768	$ 98	$ 3,670	Dec.
Brazil	1,285,500	26,928	1,258,572	Dec.
Chile	3,376,721	3,448,904	72,183	Inc.
Colombia	1,224	536	688	Dec.
Ecuador	845,172	513,365	331,807	Dec.
Peru	205,487	170,738	34,749	Dec.
Venezuela	69,358	.....	69,358	Dec.
Total	$5,787,230	$4,160,569	$1,626,661	Dec.

(Continued on page 288)

United States Chamber Board is Welcomed by Officials of Local Chamber

The visit of the Directors of the Chamber of Commerce of the United States, on Monday and Tuesday of this week, gave opportunity to the San Francisco Chamber of Commerce of obtaining much valuable first-hand information of the activities of the National Organization. Certain projects in which the local Chamber is interested and which are national in character were also brought to the attention of the visiting Board and a satisfactory interchange of views resulted.

An informal meeting between the two Boards was held on Monday morning, followed by a joint luncheon of the San Francisco Commercial Club and the Chamber in the rooms of the former organization. During the afternoon, the guests were taken for an automobile ride throughout the residence and industrial districts of the city. Dinner followed at the Fairmont Hotel, on which occasion it was possible for the local Board to express its appreciation of the visit to San Francisco of the National Chamber heads and to bring to their notice some of the problems which are under consideration and which will command national attention.

On Tuesday, in conjunction with the Board of Harbor Commissioners, the visiting officials were given a view of San Francisco's water front, both from the land and water side. The latter trip was made in the launch of the Harbor Board, which was timed to turn the visitors over to the Oakland Chamber at 12:00 o'clock noon on the other side of the Bay.

The party's stay in San Francisco was sufficient to allow inspection of some of our problems and possibilities and was exceedingly welcome to local business men.

Excerpts from the addresses made by various members of the National Chamber Board follow, exemplifying the deepest and most advanced commercial thought on all of our nation-wide problems.

Leaving San Francisco Tuesday evening, the party is now enroute to Seattle, where they will hold the executive meeting of the Board. Many matters suggested by local business interests will have consideration at that time.

Address of Mr. Homer L. Ferguson of Newport News, Va., President of the Chamber of Commerce of the United States, and President of the Newport News Shipbuilding and Drydock Company.

Mr. Chairman and Gentlemen:

"I thank you all from the bottom my heart for your most cordial reception. San Francisco is not a new place to me, and I don't want any of you people to look on us as a visitation from the East. I think I collected a little "pep," which my friend, the Chairman, accuses me of having, from the four years I spent on the West Coast in Portland and Seattle, back in 1896 to 1901. That was some time before the great fire. A year and a half after the fire I lived out in the middle of a park, which was called the St. Francis Hotel, in a one-story shack where we were just as comfortable as we are today. I had the pleasure of predicting that the man who ran that hotel would run better things before he got through and I believe that prophesy was justified. The condition here after the fire was somewhat similar to Europe today, but the only people who didn't worry about it were the folks who lived here.

The Chamber of Commerce of the United States is your servant. The Directors are business men from all over the country. You have a Director from San Francisco. Until a short time ago we had Mr. Booth of Los Angeles as Vice-President, but he is now in New York. We had Mr. Corbett as Vice-President, and Judge Burke and we have now Mr. Chilberg of Seattle, upon whose invitation we are visiting that city for the purpose of holding a board meeting. We all serve without pay and we are trying to do your work and I want you all to understand and the constituent members of this organization to understand that the gentlemen, who try to serve you as Directors and Officers of this organization serve without price and that you cannot pay them for it, except by backing them up and helping them to do your work. It is just as much a West Coast organization as an East or South Coast organization. It represents all phases of business. We have manufacturers, merchants, real estate men, wholesale dealers, builders, bankers and lawyers. We represent every phase of business, both large and small, and to prevent the small organization from being overwhelmed you have in this organization of yours ten votes on any National question and the smallest organization in California has at least one, so that it is impossible for the policies adopted in any referendum to be dominated by any large place like San Francisco, Chicago, New York or Boston. I want you to get that very clearly, as there is a tendency on the part of small business men and individual business men to think we are out for some special purpose. We are out for no purpose but to serve the United States.

The International Trade Conference, which Mr. Burton referred to and which will be held in Atlantic City the latter part of September, was called by the Chamber of Commerce of the United States in response to a suggestion from the State Department. It was felt that the Government should get out of the financing business and a great many of us feel that it should get out of every phase of business it can get out of. As we were considered the most representative business organization in the country, it was our duty to invite delegates from Great Britain, France, Italy and Belgium to the conference at Atlantic City, where from 1,000 to 1,500 business men will be invited to meet these gentlemen and try to arrange a basis on which the business of the world can be prosecuted. We must help in getting them back to work again, not only in their own interest but also in our own interests. I am supposed to talk about the merchant marine and foreign trade and no matter what the subject, am apt to get to it.

This morning when I arrived in San Francisco I met an old friend I met in 1892, when he was at the Cramp Shipyards in Philadelphia. I don't know whether he is here at the luncheon or not, but I want to tell you that we people in the East, who have been in the shipbuilding business for a good many years—not altogether of the 1918 variety as regards shipbuilding, all feel that Joe Tynan is the best shipyard manager in the United States, and if you gentlemen want to know about the relative cost of building ships here or abroad, you ask him. And if anything about the difficulties of operating ships, you have men right here who are experienced operators and who for years have labored under difficulties, which we have not felt in the East.

I suppose that the National Platforms of both great parties have more often mentioned the subject of the merchant marine than perhaps any other subject than their loyalty to the Constitution of the United States; and perhaps neither has done anything in their time that the shipbuilder wanted them to do. They have talked about it always, but it was too large a subject to be handled by men who look at it from the standpoint of their own voters. So in everything connected with the merchant marine we have usually got it in the neck.

When the Panama Canal was opened, great things were expected. Great things have happened. Other great things have not. The Pacific Mail, which still exists in the main and has some vessels, wanted to build, and it actually awarded the contract, for two improved George Washingtons—not George Washingtons in name only, but George Washingtons from keel to truck in that they were all Amer-

ican. These ships could not be built because Congress in its wisdom decided that no vessel could use the Canal if owned in whole or in part by a railroad. And notwithstanding the railroad agreed they would operate under any terms, no, the ships would not be built. If they had been built perhaps when the President of the United States and his associates went abroad twice, they might have traveled in a home-made vehicle instead of a German ship.

I think this country, and I believe I voice the sentiments of business men, is big enough and strong enough to provide that when the President goes abroad he shall go in his own vessel and a vessel built in his own country.

You are familiar with the working of Seamen's Law. The Seamen's Law in fact was put across by a Western representative, not representing you gentlemen, but this is where he grew and waxed strong. This law was the La Follette or Furuseth Law. It required larger crews and placed restriction upon our ship operators, which made it difficult to compete with foreign ship operator without help from the Government. You know what happened to the Pacific Mail under this law, although many people said they were going out of business anyway. Two ships built by my Company are now flying the Japanese flag and things have come to such a pass, with the loss of these vessels that in the East it is sometimes said that the Pacific is in danger of becoming a Japanese lake.

We have built a merchant marine. It is an ill balanced one with cargo ships for specific purposes. It is owned by the Government and it is the hope and expectation that the Government will sell it to private individuals and companies. At present freight rates they can undoubtedly be operated with some profit, but there is no question that in the years to come it will be necessary, if these ships are to be operated privately that the United States must have a policy friendly to ship builders and ship owners. We tried to get ships from the cheapest place, we bought them from foreigners and the result was that during the war every man and woman in the United States was fearful lest for lack of ships the Huns might win the war. They learned that shipbuilding was a national necessity. We had everything but the ships and shipbuilders. We have 400,000 now against 40,000. Are we to give up that business now? Are we not to adopt our policy for Americans to go to sea and live like Americans and carry the flag to foreign ports? Some men say a ship is a commodity, like shoes or hats. A ship is a commodity, yes, of just one kind. It is the only one that is required to carry the flag of its nation, one that in itself constitutes a part of this great country and it is the one commodity for which the United States would go to war when asked to paint it like a barber pole and to sail it along given lines.

You may ask what is your duty. It is our duty to make our representatives in Washington understand that the day for talking is past; that the policies of the last 50 years amount to less than nothing and that Americans want nothing but an equal chance; that they shall be given an opportunity to get back on the sea and have the heritage again which is their right. When your boys and mine no longer want to go out to sea we will be in the same fix as if in the East our sons had not wanted to come West to this country. When this spirit of enterprise in the United States is gone it will be time for somebody to decently put us out of the way. We don't want our boys to go to sea, except in our ships, and will you merchants, who want to send your goods to foreign ports, tell me what salesman can compare with an American ship manned by American officers and crew, selling American goods and advertising themselves as a kind of people we send out to do our business. The alternative is like turning it over to the livery stable man whose only interest is to carry it and who likely will not carry it on the same terms as his own especially if it happens that his own country competes in the same market.

Of course, our first duty is to help in the rehabilitation of Europe, to help them establish themselves, but our duty to ourselves is to have the things that belong to us of necessity and make for our independence, and you cannot be independent in any country, unless you control to a considerable extent the channels of trade and commerce.

We have not many big ships on the Pacific Coast now—merchant ships that form the auxiliary fleet. This fleet is missing, but I understand that some of it is coming back soon. But we at least have an American naval fleet on the Pacific and they are soon to be in San Francisco. We may not be able to have at this time our auxiliary cruisers of war and our merchant ships here, but at least we have a splendid war fleet—built, designed, officered and manned by Americans. They are our kind of people and they have demonstrated in this war that all they need is an opportunity to demonstrate that our officers and men are as good as there are and we cannot only run our ships, but anybody's if they will stay afloat, and not only run them but fight off the submarine and carry troops to Europe without the loss of a single soldier. It is a record that makes every American's heart warm. All that is wanted to show our ability on the seas is an opportunity.

Our friends on the other side are interested in this. The task of keeping the seas open and preserving what is known as the freedom of the seas is too great for one nation. It tried Britain to the limit and the war could not have been won without our navy. If this contract for the peace of the world is to stay, we must have the things that belong to us as an independent partner in this enterprise, or we will not stay partners, and we cannot stay partners and our friends will understand that Americans cannot and will not be partners in any way if they do not have the independence that belong to them. They cannot surrender that to someone else and not break away from the partnership in spite of any contract that may be made.

We think mighty little about marine matters in this country. We think so little about them that when we print our money we put on it the picture of a German ship. It is on our $20 Federal Reserve Bank Note. On the left side is an American engine. On the right side a four-stack merchant ship, the Kaiser Wilhelm der Grosse, I think. There never has been an American four-stack ship built that sailed the seas as a merchant ship. That is not a serious thing but does it not indicate ignorance on the part of people who should know better? And there are loads of people who think that the George Washington and the Martha Washington and the President Lincoln and President Grant are American ships. American in name only, and so named to catch suckers.

We people who build ships feel that our work is incidental to the men who operate the ships. We are like the men who build houses and offices. We build the ships and other men operate them so that we are more interested at present in the operation of ships than in shipbuilding. We feel that if shipbuilding is to be a national industry, it must be done along American lines. We have grown too large to carry our plans to London to get them O. K'd.

In New York Harbor during the war a vessel owned by the United States and operated by Government officers was ready to go to sea. It was classified in Lloyds and insured in London. It was found before starting that a condenser shell needed repairing. These repairs were made by a new electrical welding process at a cost of $66. The Lloyds representative came on board to inspect the work and advised that their rules did not permit such repairing and that the ship could not have its classification unless the shell was renewed, which would have cost $30,000, besides the loss of the cargo of the ship. He finally agreed to allow the United States to have a certificate for one trip over to see whether it would hold together, in the face of the fact that American repairmen had repaired the German merchant ships interned in New York Harbor by this same process, although it had been considered an impossibility to put these ships in shape for service. It should be remembered, however, that these

men were working under orders and in no way were inimical to American shipping.

You know that the United States is a great country because we have always acted contrary to the advice of others and have gone ahead and done things that were considered impossible. The United States is that kind of a country and shipbuilding and ship owning and foreign trade depends primarily on our carrying that trade according to our own methods and subject to the supervision of no one, except our own people.

We have been told for instance, that the shipbuilders were a monopoly. If so, we were a "Bird" of a monopoly, for there were only two shipbuilders in the United States that did not "go broke" before the war.

The people of San Francisco know that not only for their benefit, but for the benefit of this country, every manufacturer and every farmer who is selling his goods all over the world, depends on our continuing in the operation of our own foreign trade and I believe that reasonable men must expect that as our trade becomes more and more that of exporting manufactured products and spreading civilization, our own merchant marine is indispensible.

If the freedom of the seas means anything at all, it must mean that every country bordering upon the sea and engaged in selling goods and commodities to its friends across the water has some prior right in the handling of its own business, not in general trade, but of its own business with its own customer, and as long as we hold to that right, which we did not give up until 1820 we had a marine entirely satisfactory for our needs. A department store man who would turn over the deliverly of his goods to a competitor would not last long and the country, which turns over its foreign trade to other agents and ships need not expect any more.

I feel that the great duty of the United States, in addition to the civilizing side of it is that it should be independent in peace and in war; able to take care of itself in a fair way the world over and if the clash of war should come again, to stand on its own feet and not sit up nights wondering whether it will be put out of business in the next six months.

SOME FACTORS IN AMERICAN PROSPERITY

By Lewis E. Pierson

Chairman of the Board of Directors Irving National Bank New York and Member Board of Directors of the Chamber of Commerce of the United States

"It is difficult to measure the true importance of the fact that in the nine months since the signing of the Armistice, all the prophets of trade and industrial pessimism in American business have been discredited. Instead of depression and shrinking values, flagging production and receding sales, unemployment and labor disturbances, we find on every side buoyancy, courage, resource and a condition which to the casual observer looks like genuine prosperity, and prosperity which will continue too.

Of course, we are delighted, naturally, to find that our fears, entertained at the time of the Armistice, apparently, were unfounded. Prosperity, a thing we never like to discount, just now seems all around us. If we take time to give the matter any thought, we are apt to try to make ourselves believe that this prosperity is genuine—the continuing kind—that our pessimistic condition following the Armistice was simply a shadow of the terrors of war, and that now being convinced of this fact we are all glad to settle down to nice, comfortable, continuing good things.

There are those, however, who do not make the mistake of believing that these are the good times of normality. They realize that we are still running along on a high level of war—of war prices, war inflation, war enthusiasm, it may be even war recklessness and extravagance.

It would seem that a very sensible way of getting at the true facts of this case—past, present and future—all three should be kept in mind—would be to visualize two parallel lines, one well above the other; let the lower line represent normality, and the upper one war, would represent a condition of things which almost certainly has passed. The upper line would represent the changed things that have come to us as a result of war. This change would find expression in almost every important element represented—wage scales, taxation rates, and merchandise prices, operating costs, credit, tendency toward extravagance and carelessness—all must be measured by standards very different from those which appeared to serve every purpose before the war. Of course, existence on this upper level cannot go on indefinitely. We must come down to normality again, not pre-war normality—that is of the past—but a normality which will be much nearer the lower line than the upper. And for this purpose, suppose we visualize a third line running between the two others and let it represent the level to which our affairs must drop some time before we consistently can say that the dangers of war to the business of the nation have disappeared. Perhaps the words "drop" is not the right one to use in describing our descent from this war level to the level of a new peace normality. What it suggests is too abrupt and if followed in practice would bring us to a very serious reckoning. The level of war prosperity must be abandoned gradually, consistently, cautiously and most intelligently. The line along which the downward tendency must take place, will hug the horizontal so closely for a time that is downward curve will be hardly perceptible. And this for the very reason that present necessities of countries will continue their purchases from us for some time and fortunately provide for us not only the cushion upon which we can easily fall from the top line but also and most fortunately a reasonable amount of time in which to prepare for the let-down which later is inevitable.

In the fiscal year ending June 30th our exports amounted to the staggering total of $7,225,000,000—and more than our entire exports for the three years preceding the war. As for the excess of exports over imports—our "favorable trade balance"—this was $4,129,000,000—a billion dollars greater than in any previous year, and greater also than the total balances for all the eight years up to and including 1914.

That this extraordinary increase in exports was not due entirely to shipments of war goods is evidenced by the fact that the greatest increase in monthly volume has come since the ending of hostilities. December, 1918, showed the largest export figures for the month of that half year, but January and every succeeding month of 1919 has exceeded December's record. June capped the climax reaching the enormous total of nine hundred eighteen million dollars—two hundred million dollars more than the previous high monthly record made last April. The United States, therefore, in the twelve months' period just ended, sold abroad two dollars' worth of goods for every dollar's worth purchased by us from foreign countries.

And this brings us up to the question of finance—a question upon which our best recognized financial experts of pre-war times seem reticent. Thus far, sales to our allies have been conducted upon a basis of nearly absolute safety and without any danger of straining the credit resources of our foreign customers. Indeed the fact is that these sales were made largely upon a basis of credit furnished by our government to foreign governments. Now this means of facilitating their purchases has been abandoned and future business will find itself forced to rely upon some system of financing purchases other than the very convenient government-to-government system developed by the war.

Then, too, there is the question of foreign exchange which must be considered and treated, and at once. Just now the American dollar in every European banking center is at a premium. This means that when the European purchaser buys our goods at prices which are quoted in dollars, and pays for them in his own money or in American dollar exchange purchased with his own money, the loss in exchange which he suffers is so great that he cannot be expected to buy from us more than is imperatively needed. Of course this cannot keep up indefinitely. The French manufacturer who finds that he must pay not 5,000 francs but about 6,800 for the $1,000 machine tool he should buy is nearly certain to proceed very cautiously in making that purchase. He will have to need that tool pretty badly to overcome his reluctance to pay a 36% surcharge on his purchase.

If our commercial and industrial activity is to be kept up, and clearly it must be, foreign outlets for our products must not be destroyed by the creation of prohibitive conditions such as are indicated in foreign exchange tendencies of the present time. We have in prodigal abundance all the material things which the rest of the world needs most—cash and credit and man-power and machine-power required to make these things available to the rest of the world on fair and liberal terms, all are ours. Our amazing wheat crop and our herds of cattle and hogs alone stand between Europe and actual famine. Our steel and copper and coal must supply the scarcity which the war has wrought in every country of Europe.

Such, then, is something of our obligation to the countries of the world and to the splendid position we have attained among them through the part we have taken in the war. Now we need full realization of these things and a method and an organization—necessarily on a national scale—for mobilizing the credit-granting resources of the country and applying them intelligently to the task of financing our sales of indispensable things to a world which has all too little money and no goods at the moment to give in exchange.

Nor should we make the mistake of leaving this matter entirly to the bankers. It is a business matter and the most important business matter before the American business public at the present time. The bankers are interested, actively so, and will be found willing to lead or follow in any campaign of improvement which may be necessary. But the obligation of the business man who is not a banker, to act at once is not in the least reduced because of this fact. Government, too, labors under a heavy responsibility in this situation. Quite naturally, business men and bankers and organizations of both, cannot properly launch a national, indeed a world plan such as the present situation clearly demands, without some assurance concerning the attitude of the Government, and as yet the Government has not acted.

Nor must we confine our consideration of the credit feature of this world-financing process to the credit methods which have obtained in the past. Our people must learn to invest in foreign securities as a matter of self-interest, if for no higher reason. We are so prosperous just at the moment that we are apt to fail to realize how temporary a thing such prosperity may be. The large volume of export which has made our present and recent prosperity possible must be kept up if this prosperity is to continue. And unless we make it possible for our friends over yonder to buy from us without crippling themselves, we, as well as they, will suffer. Our export sales will decrease, our present high power of production will diminish, our capacity to provide employment for our millions will be impaired, and perhaps worst of all, we will have failed to justify the world's entirely reasonable expectation of us.

Our duty, therefore, is plain—obvious almost. The wonderful resources we have should be co-ordinated in an effort not perhaps governmental, but at least aided and sanctioned by the Government, toward the most splendid campaign of humanitarianism and, incidentally, of world business which it has ever been the privilege of a nation to direct. We are fortunate in having a reasonable time to do so and there should be no delay in launching an undertaking so advantageous to our own country and so essential to the welfare of the world.

To do anything like justice either to our own possibilities or to the world situation which calls for our sympathy and action, it will be very important that we keep our own house in order. Industrial quarrels and armed truces and threatened strikes and lockouts are but poorly suited to the purposes of the task before us. Just because our national activities are moving along more smoothly and more rapidly than those of more sorely war-stricken nations, we should not delude ourselves with the belief that our problems are essentially less serious than theirs.

It may be that certain aspects of the European situation are worth analyzing because they exhibit intensive phases of problems which we also must solve on our own account and in our own way.

Here individual opportunity is wide open, and practically unlimited. With higher wages, better working and housing conditions and a more generous standard of living, we have bred a race of workers from whose ranks have graduated a multitude of conspicuous national leaders. The Schwabs, Woolworths, Dodges, Farrells and others of their type and history are so numerous with us that the poorest laborer should require but little imagination to realize how easy of access is the field of opportunity without stifling industry against his own best interests.

It is not easy to grasp the bigness, the importance, the seriousness of it all. History is filled with instances of unusual distinctions being conferred upon individuals and nations. It is safe to say that there is "nothing new under the sun," either in human relationships or otherwise. Still it does seem that somehow our nation and our people find themselves just now in a position, the like of which is difficult to find in all history. We seem to have everything which could be desired—youth, national health, unparalleled prosperity, the respect of all nations, the actual friendship of most of them, and not least important because it is a human world, after all, in which we live, strategic advantage, a very full exercise of which not only will operate to our benefit and credit but will make most of the nations of the world the beneficiaries of our generosity.

But the law of compensation holds good in this as in other situations. It would be difficult to imagine an advantage we possess in this situation which was not accompanied by a correspondingly great responsibility. It would be nearly impossible to imagine an honor which could come to us through a proper administration of our world stewardship which would be more conspicuous or more ineffaceable in history than would be the disgrace we would suffer if our leaders in government and business failed to recognize our national responsibility or to respond to its demands.

PLACEMENT BUREAU

DISCHARGED SOLDIERS AND SAILORS

216. Discharged Army officer who is in training under the Federal Board for vocational education in foreign trade and commerce, desires position in export and import department preferably as assistant to manager. Ten years business experience previous to war. Age 34, reliable, competent and accurate. Knowledge of Spanish. Salary no object as will consider very nominal pay for period of several months during which time worth will be proven.

217. Discharged soldier, 2 years service chief clerk Finance Division, desires position where executive ability and integrity are required. Thoroughly understands accounting and auditing, age 40, married, references.

218. Recently discharged sailor, neat appearance, desires position with importing and exporting concern. Three years experience in railroad traffic department. General knowledge of traffic routine. Moderate salary.

219. Fifteen years sales executive, experienced in iron, steel and machinery lines. Just returned from Government service. Could accept position immediately.

220. Paymaster and supply officer, just released from U. S. Navy would like opening where good general all-round office experience would be of advantage to lead to sales position.

221. Senior Naval Lieutenant recently discharged from Atlantic Fleet desires position in executive capacity. Experienced accountant and general office man. Two years selling experience. Can show results. Salary no object if future is assured. Best of references.

222. Young man, age 26, recently discharged from Service, desires position with a financial house. Salary no object. Opportunity to work into selling main consideration. Three and one-half years University of California, five months cost accountant.

223. University man, 27 years old, experienced salesman and correspondent, leaving for the Orient soon, wants to represent American firm. If you need an aggressive man with personality and tact, arrange to meet him and see his credentials and references.

224. Discharged Naval engineering officer desires position with mechanical production company that will lead to outside salesmanship. Two years business experience. References.

GENERAL APPLICATIONS

1444. Electrical-mechanical engineer will soon be open for engagement. Twelve years construction and sales experience. Good record. Personality. Technical graduate. Married. Age 36.

1445. Position in an importing and exporting house as general salesman, will give more particulars on interview. Have completed three years in law course.

1446. Office manager and accountant desires position requiring initiative and ability. Thoroughly schooled and experienced in up-to-date systems. Capable of taking full charge.

1447. Chemist, age 25, experienced in Oriental seeds, oils and allied chemicals, would like to meet importers interested in these products.

BILL OF LADING SITUATION

The actual routine work of suspending the Commission's bill of lading order because a federal court in New York thinks that regulating body acted without warrant of law has not yet been done. The continued delay is due to the fact that the court had not done the routine work of entering its decree after announcing that it had decided to enjoin the enforcement of the order. There is, however, no doubt that the Commission's order now standing to be effective September 8th will be set aside long before that date. There is no doubt either that the present forms of the bill of lading will remain in effect until after January 1, 1920, on account of the issuance of the injunction. The question as to whether the old forms may be rubber-stamped will not become important again until after the railroads are returned to their owners. Some stocks on hand are so large that there will be some of the old bills left even in the early part of 1920.

STATUS OF CUMMINS BILL

The indications now are that there may be a favorable report on the Cummins Bill providing for the restoration of the rate-making power of the Interstate Commerce Commission for the remaining period of federal control, though it is understood that a number of members of the House Committee on interstate and foreign commerce, before which the bill has been pending for more than a month, are still opposed to a favorable report.

The committee, in executive session July 28th, considered the Cummins Bill along with several other bills. It is understood that the discussion hinged on the question of making a favorable report and if a favorable report is made what amendments suggested by various witnesses at the hearing on the bill should be made. Chairman Esch said he hoped to get time this week for another consideration of the bill, after which decision will be made as to its fate.

LABOR'S SUGGESTION FOR REMEDIAL RAILROAD LEGISLATION

Representative Sims of Tennessee, former chairman of the Interstate and Foreign Commerce Committee, introduced on August 2nd a bill embodying what is known as the "Plumb Plan," submitted by Glenn E. Plumb of Chicago, counsel for the railroad brotherhoods. It provides primarily:

Purchase of the railroads by the Government on valuation as determined finally by the courts.

Operation by directorate of fifteen, five to be chosen by the President to represent the public, five to be elected by the operating officials, and five by the classified employes.

Equal division of surplus, after paying fixed charges and operating costs, between the public and the employes.

Automatic reduction of rates when the employes' share of surplus is more than 5 per cent of the gross operating revenue.

Regional operation as a unified system.

Building of extensions at expense of the communities benefited in proportion to the benefit.

SAN FRANCISCO DISTRICT FREIGHT TRAFFIC COMMITTEE—DOCKETS

Docket 1348—Cancellation of rates on dried beans and peas, carloads, between various points on the Southern Pacific Railroad in California. Docket cancelled.

Docket 1720—Reduction in rate on lime rock, carloads, from Pitt, Cal., to San Francisco. Cancelled.

Docket 635—Elimination of the provision compelling shippers to furnish tank cars on acid, between various points on the Southern Pacific in California. Cancelled.

Docket 1813—Reduction in rates on trunk clasps, trunk stays and trunk strap receivers, L. C. L., from Eastern points to California terminals and intermediates. Cancelled.

Docket 1936—(Hearing 10 A. M., August 14th)—Steel, tank material, completely knocked down, including rivets in boxes or kegs, carloads. Proposal to reduce rate from San Francisco to Portland, East Portland and Brooklyn, Oregon.

Docket 1937—(Hearing 10:15 A. M., August 14th)—Silicate of soda, carloads and less carloads. Proposal to reduce rates from Livny and Berkeley, Cal., to Portland, Tacoma and Seattle.

Docket 1940—(Hearing 11 A. M., August 14th)—Ore and concentrates, carloads. Proposal to cancel commodity rates from Nevada points to San Francisco, Oakland, etc.

Docket 1944—(Hearing 2:30 P. M., August 14th)—Yellow clay or ochre. Proposal to reduce rate, Oakdale to San Francisco and West Berkeley, from $2.50 to $1.00 per ton.

Docket 1694—Ship spars and ship booms, carloads, from Portland, Oregon, to San Francisco. This docket cancelled—subject covered by Docket 1275.

Docket 1765—Reduction in rates on iron and steel plates, No. 11 and heavier, punched or unpunched, bent or not bent, carloads, from Eastern points to California terminals and intermediates. Cancelled.

Docket 1946—(Hearing 10:15 A. M., August 19th)—Grain and grain products, from Phoenix, Ariz., and points taking same rate to San Francisco and points take same rate. Proposal to reduce rate from 81½ cents to 56 cents per 100 lbs., minimum 40,000 lbs.

Docket 1947—(Hearing 10:30 A. M., August 19th)—Steel sinks, carloads. Proposal to reduce rates from Eastern points to California terminals and intermediates.

Docket 1948—(Hearing 10:45 A. M., August 19th)—Nitric and muriatic acids, carloads. Proposal to reduce rates from California terminals and intermediates to Eastern points.

Docket 1949—(Hearing 11 A. M., August 19th)—Zinc spelter, carloads. Proposal to reduce rate from Sand Springs, Oklahoma, to Pacific Coast ports.

Docket 1950—(Hearing 11:15 A. M., August 19th)—"All commodities" covered by Item 270 of Westbound Export Tariff No. 29-D. Proposal to eliminate the application of the balance of lot rule in connection with commodities as provided in said item.

Docket 1953—(Hearing 2:15 P. M., August 19th)—Plaster and plaster gypsum and plaster products, from Gerlach, Nevada, to various points in California, Nevada, Arizona and Oregon. Proposal to establish from Gerlach, Nev., the same rates as now in effect from Reno, Nev.

Docket 982—Initial placing of cars intrastate traffic within Arizona, California, Nevada and Utah. Cancelled.

Docket 1955—(Hearing 10 A. M., August 11th)—Wool and mohair, from points in California, Oregon, Washington, Idaho, Montana, Utah, Nevada, Arizona, Wyoming and New Mexico, to all Eastern points of destination named in Trans-Continental Freight Tariff Bureau Tariff 3-M and 2-N. Proposal to adjust rates so as to remove existing Fourth Section discriminations. Change proposed as a general proposition contemplates increases in the existing rates.

Docket 1956—(Hearing 10 A. M., August 11th)—Dry hides. See Docket 1955—same adjustment and change proposed.

Docket 1957—(Hearing 3 P. M., August 19th)—Edible nuts, N. O. I. B. N., peanuts (shelled or not shelled), carloads, from San Francisco to points in Idaho. Proposal to cancel present rate of $1.75 per 100 lbs.—combination rates over Portland to apply.

Docket 436—Rice flour, carloads, from California terminals and intermediates to Eastern points. Cancelled.

Docket 1836—Furniture stock, wooden, carloads, westbound. (Increase in rates)—Cancelled.

Docket 1719—Volcanic ash, carloads, from Tonopah, Nev., to San Francisco. Cancelled.

Docket 1960—(Hearing 10 A. M., August 20th)—Coffin stock, K. D., carloads, from Santa Clara, Cal., to Salt Lake City, Utah. Proposal to reduce minimum weight from 50,000 lbs. to 36,000 lbs.

Docket 1961—(Hearing 10:15 A. M., August 20th)—Boxboard and strawboard, carloads. Proposal to reduce rates from California terminals and intermediates to Eastern points.

Docket 1962—(Hearing 10:30 A. M., August 20th)—Cocoanut oil in tank cars, carloads, from California terminals and intermediates to Eastern points. Proposal to establish estimated weight of 7.62 lbs. per gallon in lieu of the present basis of applying actual weight.

Docket 1963—(Hearing 10:45 A. M., August 20th)—Barytes, ground or lump, in bags. Proposal to reduce rate and increase minimum weight, St. Louis, Mo., to California terminals and intermediates.

Docket 1964—(Hearing 11 A. M., August 20th)—Asbestos sand, carloads. Proposal to reduce rate, Eastern points taking Group "D" rates to California terminals and intermediates, from 75 cents to 61 cents per 100 lbs.

Docket 1965—(Hearing 11:15 A. M., August 20th)—Arsenate of lead, carloads. Proposal to reduce rates from California terminals and intermediates to Eastern points.

Docket 1966—(Hearing 11:30 A. M., August 20th)—Barium and barium products, carloads. Proposal to reduce rates from Johnston City and Sweetwater, Tenn., to San Francisco.

Docket 1967—(Hearing 2 P. M., August 20th)—Ammunition and gun implements as provided in Item 360 Westbound Tariff 1-Q from Eastern points to California terminals and intermediates. Proposal to cancel commodity rates, allowing class rates after cancellation.

Docket 1969—(Hearing 2:30 P. M., August 20th)—Whole grain, carloads, from Morehead and Phelan, Cal., to San Francisco and Port Costa, Cal. Proposal to cancel present rates.

Docket 1971—(Hearing 3 P. M., August 20th)—Muriatic acid, carloads. Proposal to reduce rates from San Francisco, San Jose, Sacramento, etc., to Ogden, Salt Lake City and other Utah points in Group 5.

Docket 1974—(Hearing 3:45 P. M., August 20th)—Soap, carloads. Proposal to reduce rates from San Francisco to Montana common points, via Portland, Oregon.

ASIA:	(Continued from page 281)			
China	$ 29,243,481	$ 15,724,495	$ 13,518,986	Dec.
Japanese China	581,107	112,893	468,214	Dec.
Chosen	.....	67	67	Inc.
British India	23,232,432	18,213,862	5,018,570	Dec.
Straits Settlements	36,560,209	26,771,140	9,789,069	Dec.
Other British East Indies	4,600,205	549,057	4,051,148	Dec.
Dutch East Indies	43,663,161	22,622,429	21,040,732	Dec.
French East Indies	.....	218,360	218,360	Inc.
Japan	33,456,803	24,408,726	9,048,077	Dec.
Russia in Asia	11,217	144,358	133,141	Inc.
Siam	6,035	40,386	34,351	Inc.
Persia	.....	3,952	3,952	Inc.
Total	$171,354,650	$108,809,725	$ 62,544,925	Dec.
OCEANIA:				
Australia	$ 17,547,595	$ 16,300,019	$ 1,247,576	Dec.
New Zealand	5,322,210	8,817,067	3,494,857	Inc.
Other British	2,642,358	4,228,531	1,586,173	Inc.
French Oceania	2,375,051	1,582,487	792,564	Dec.
German Oceania	886,477	1,328,368	441,891	Inc.
Philippines	44,262,332	49,701,898	5,439,566	Inc.
Total	$ 73,036,023	$ 81,958,370	$ 8,922,347	Inc.
AFRICA:				
Egypt	$ 1,557	$ 405	$ 1,152	Dec.
British East Africa	.....	8,516	8,516	Inc.
French Africa	.....	60,854	60,854	Inc.
Canary Islands	203	.....	203	Dec.
Total	$ 1,760	$ 69,775	$ 68,015	Inc.
Grand Total	$269,107,408	$212,610,097	$ 56,497,311	Dec.

MANUFACTURER'S DIRECTORY BEING PREPARED

If you are engaged in any line of production where factory processes are used and your plant has an output capacity of five hundred dollars or more per year the Industrial Department wants that information, for under those conditions your business is classified by the United States Census Bureau as a factory. If you publish a newspaper, journal, sheet music or book although no printing is done by your establishment yours will be classed as a manufacturing establishment.

The United States Government makes a census of manufactures every five years. The last one was made in 1914. During the present year the material will be gathered for the figures of 1919. Five years ago this city was credited with 2,334 manufacturing establishments.

In addition to publishing a complete directory of San Francisco industries, in which every plant will be listed in alphabetical arrangement according to name and also according to articles manufactured, the Chamber desires to make a count of the actual number of establishments in this city aside from that made by the census bureau so that this city may obtain full credit for the splendid increase in manufacturing productivity which has been gained during the last half decade.

It is therefore important that not only you, but all of your associates who manufacture should list the fact with this office. Pass the word along.

Just cut out, fill in and mail the accompanying blank to the Chamber of Commerce, 1001 Merchants Exchange Building and if your business fulfills the U. S. Census definitions of a factory, it will be listed in the directory and you will render a service to your city by assisting in the checking up of the Census. You will do a greater service to yourself by placing your lines before those who might desire your goods.

The information supplied in answer to the last two questions, relative to employees, will not be used in the directory as this is for office files only.

Name _____ DISTRICT

Location (Office) _____

Telephone (Office) _____

Location (Factory) _____

Principal Articles Manufactured _____

Officers: President: _____

Manager: _____

Average No. Employees (Office) Male: _____ Female: _____

Average No. Employees (Factory) Male: _____ Female: _____

Knight-Counihan Printing Co.

SAN FRANCISCO
CHAMBER OF COMMERCE ACTIVITIES

Volume 6 | The Commercial, Financial, Industrial and Governmental Metropolis of the Pacific Coast | Number 33

Every Thursday ——August 14, 1919

Cable Radio Situation Causes Merchants Anxiety

Uncertainty Due to Impending Return of Radio by Government Leads Merchants to Suggest Investigation

The Foreign Trade Committee of the San Francisco Chamber of Commerce gave consideration today to the situation which will exist when the government radio service is demobilized and returned to private ownership. The committee had as its guest Commander Clark in charge of the Radio Service of the Pacific Coast and located at Mare Island, who submitted an analysis of the government's facilities for taking care of wireless messages. Before receiving Clark's message the Committee was advised of the action that had been taken by the Chamber in securing the latest data in connection with the demobilization of the government radio. Inasmuch as a report was received a few days ago that the Naval radio here was to immediately discontinue handling commercial business, a wire was sent to Congressman Kahn to advise the truth of this report. The Chamber is in receipt of the following reply from Mr. Kahn, which somewhat silences the immediate fear that the Naval radio would be discontinued before the private companies were in a position or in condition to give effective service:

"Navy department advises no intention to discontinue sending commercial messages on Naval radio until after President issues Peace Proclamation and demobilizes radio. This will not be done until Treaty is ratified or separate peace resolution adopted by Senate and President. Immediately upon issuance of Proclamation, Marconi and other private cable and radio plants will be returned to owners for operation. Bureau of Standards conducting investigation and experiments for increasing sending capacity of both cable and radio and other government departments are endeavoring to discover a plan to improve the present service."

Commander Clark in commenting upon the proposed improvement in the Naval radio, stated that the cable and radio stations were taken over by the Naval Department sometime in December shortly after the Armistice. During the first month only 27,000 words were transmitted by radio from the San Francisco station. In June this had amounted to 130,000 words and in July 300,000 with the same equipment that had carried the first 27,000. Clark also stated that they were working almost to capacity but that they expected within a very short time to have a new photographic key capable of sending 500 words per minute which would amply take care of all messages received. Clark also recommended additional stations in the Pacific naming one 200 kilowatt

(Continued on page 290)

Do You Manufacture Anything?

If you are a manufacturer, has the Chamber of Commerce an up-to-date record of the articles you produce? If you are NOT CERTAIN that it has, then CUT OUT THE BLANK which will be found on page 291 of this issue and forward to the Chamber's office that a place in the Manufacturer's Directory may be insured.

DUN'S REVIEW

The close of the first half of the year finds the business position here, in every way improved, the elements of doubt and hesitation then felt by many have been eliminated, and with continued good weather conditions, prospects for the immediate future are entirely favorable.

The fruit crop continues to show steady improvement, prices are high and well maintained, and the demand is such that canners have virtually closed booking orders, having taken on all the business they feel is safe, until the crop is fully matured. Jobbing has in all lines, reflected the farmer's prosperity and business and collections continue very good. Wholesale dry goods are still feeling the demand, caused by advancing prices and in some instances, jobbers are calling down orders, that appear speculatively large. All other lines, such as hosiery, knit goods, lingerie, etc., are moving very well. Cloaks and suits are selling fully up to expectations at this season. Shoes are also advancing and orders are large and easy to obtain. Demands for building materials show steady improvement, and bids are now being asked on some good-sized new structures. Paints are fairly good with some advances.

House furniture averages on fairly good demand, but office equipment is selling well and stationery and printing trades report conditions satisfactory. In the electrical trade, interest centers on financing certain public utilities, likely to be followed by large new construction, but there is a good demand for small motors and the revival of building is naturally a factor here also. Chemical manufacturers report some improvement, but some of them are apprehensive of further price recessions and are contracting conservatively as a consequence. Real estate sales for June totaled $4,647,145 as compared with $4,931,218 for May, and an average of $3,657,350 for the first six months of the year.

MONEY MARKET

Heavy demand for fruit picking and packing keep the market firm, and rates are well maintained. Real estate loans are being made mainly at 6%, though 5½% loans can be obtained at first-class risks. Federal Reserve discount rates for 15 days 4¼%, up to 90 days 5%, up to 6 months 5½%.

TRADE AT A GLANCE BY BRADSTREETS

SAN FRANCISCO
- Wholesale and Jobbing Trade—Very Good.
- Retail Trade—Good.
- Manufacturing and Industry—Active.
- Collections—Good.
- General Conditions—Excellent.
- Crop Conditions—Good.

SEATTLE
- Wholesale and Jobbing Trade—Good.
- Retail Trade—Good.
- Manufacturing and Industry—Active.
- Collections—Good.
- Crops—Good.
- Trade Conditions—Good.

PORTLAND
- Wholesale and Jobbing Trade—Good.
- Manufacturing and Industry—Fair.
- Collections—Good.
- Crops—Good.

SPOKANE
- Wholesale and Jobbing Trade—Good.
- Retail Trade—Good.
- Manufacturing and Industry—Good.
- Collections—Good.
- Crops—Excellent.

LOS ANGELES
- Wholesale and Retail Trade—Active.
- Manufacturing and Industry—Excellent.
- Collections—Good.

ATTENTION SHIPPERS TO HONDURAS

The Latin-American Committee of the Chamber advises that it has been brought to their attention that in the future there is a lighterage charge to be prepaid on all shipments to Honduras.

(Continued from first page)

station at Guam to handle the Chinese traffic. He stated further that at the present time there are plans for a northern circuit by way of San Francisco to St. Paul, thence to Alaska, with one relay to Russia. This will be used in case of trans-Pacific congestion. Clark pointed out that the Naval radio at the present time was handling a greater number of messages than both the Marconi and Federal Companies did under private ownership and he advanced this as an argument for the continuance of the operation of the Naval radio for commercial purposes.

Some of the conditions which cause delay in transmission of messages were explained by Clark. For instance he stated that at the present time the static conditions in the vicinity of San Francisco retarded traffic to a great extent. The static conditions, which he explained as being similar to radio electricity only much stronger, exist particularly in the summer time on this Coast and by the latter part of August or September will entirely disappear. This was explained as the reason for the service being delayed about ten days at the present time.

Another reason given by Clark for the delay in messages to Japan was the inability to get the Japanese Government to work their stations more than 10½ hours per day. Only recently has the Japanese service been increased from 9 to 10½ hours and it is hoped to secure a further extension of the time limits. In expressing his personal opinion that government operation through the Navy Department of the radios was to the best interests of the country, Clark stated that in order to bring their equipment up to date the Marconi people would have to purchase certain patents from the General Electric Company at what might be considered a prohibitive price.

In commenting upon the amount of commercial service as against that of the government under present conditions Clark stated that only about 25% of the messages were government business.

The Foreign Trade Committee was greatly interested in Clark's statement and expressed their appreciation of his courtesy in giving them his view of the situation. It was decided by the Committee that inasmuch as the radio would not be demobilized for some little time that it would be the best plan to appoint a sub-committee to go very thoroughly into the whole situation in order to make such recommendations or suggestions as would seem to best serve public interest.

Marshall Dill, Chairman of the Foreign Trade Committee was empowered to appoint a sub-committee which will secure information and facts from all parties interested in the operation of the wireless service. The Marconi people will be asked to submit full data on their equipment and the possibilities for rendering satisfactory service and it is probable that it will be necessary to make a complete survey from a practical, scientific and commercial standpoint in order to suggest the proper methods to cover the necessities which will face the commercial interests after the demobilization of the radio.

CHARITIES ENDORSEMENT COMMITTEE

Tickets by Mail

The attention of the Charities Endorsement Committee has been called quite frequently of late, to a large number of varied appeals for donations using the method of mailing tickets for some form of entertainment, the proceeds derived therefrom being for the benefit of some benevolent object.

One of the methods strongly disapproved of by the Charities Endorsement Committee, is mailing tickets to business firms or individuals accompanied by a request to return a check for the tickets enclosed.

THERE IS NO OBLIGATION WHATEVER on the part of the recipient of such mail matter to buy the tickets or return the same, even if a stamped envelope is enclosed.

The advice of the Charities Endorsement Committee to members regarding appeals for money made in this way is to THROW THE TICKETS IN THE WASTE BASKET.

INFORMATION

The Charities Endorsement Committee information is at your service, ARE YOU USING IT?

Call Kearny 112 and ask for the Charities Endorsement Committee.

MEMORIAL TO THEODORE ROOSEVELT

A regional conference of the Roosevelt Memorial Association Committees of California, Arizona and Nevada will be held at the Palace Hotel, San Francisco, Thursday, August 21st at 10:30 A. M.

Milton Esberg of San Francisco has been appointed chairman of the Northern California Committee by Col. William Boyce Thompson of New York City, president of the Roosevelt Memorial Association.

John S. Cravens of Pasadena is chairman of the Southern California Committee.

Governor William D. Stephens of California is honorary chairman of both districts of California.

The conference is called for formulating plans for a nation-wide campaign for a $10,000,000 fund to be expended in perpetuating the memory and ideals of Theodore Roosevelt.

One of the expressions of tribute of the nation to the memory of this great man will be the building of a monumental memorial at Washington, D. C.

Another will be the purchase and maintenance of a large park at Oyster Bay, and at some future date that of Sagamore Hill, the present home of the Roosevelts.

Also, the formation of an association for the development and application of the Roosevelt ideals.

The campaign for the memorial fund will begin October 20th and close October 27th, the date of Theodore Roosevelt's birthday anniversary.

MORE BUSINESS FOR YOU

In last week's "Activities" there appeared an announcement that the Industrial Department of the Chamber is preparing a complete list or directory of the manufacturing establishments in San Francisco, with a comprehensive classified arrangement of the products of each.

In the absence of exact figures it is believed that there are very nearly three thousand factories in San Francisco, but judging from the responses which have come since the publication of the last issue of the paper it would seem that at least among the members of the organization there might not be more than a hundred or so who are engaged in factory operation.

Below appears a facsimile of the blank which appeared on the back page of the journal of the date of August Seventh accompanied by a request that the information be supplied in the form and transmitted to this office.

You may be one of the persons who have complied with this request but should the opposite be the case it would be well for you to take advantage of the present opportunity to supply the information about your business which is desired for the publication of the new Directory of San Francisco Manufacturers.

You cannot afford to allow this book to go to press with your name omitted for as a medium to acquaint possible customers with your production this book will be hard to beat and yet the insertion of your name and business will involve no expenditure on your part.

Have the following blank filled out as completely as possible and mailed to the Industrial Department of the Chamber of Commerce, 1001 Merchant's Exchange Building, immediately. Do not try to be too concise in listing the articles which you make or the work which you do for the omitted item would probably be the one most conducive to results.

Name _____ DISTRICT

Location (Office) _____

Telephone (Office) _____

Location (Factory) _____

_____

Principal Articles Manufactured _____

_____

Officers: President: _____

Manager: _____

Average No. Employees (Office) Male: _____ Female: _____

Average No. Employees (Factory) Male: _____ Female: _____

San Francisco Chamber of Commerce Activities

Entered as second-class matter January 7, 1915, at the Post Office at San Francisco, California, under the act of March 3, 1879. Subscription Price, Fifty Cents per year.

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465 California Street
San Francisco

For What You Want to Know —— Call KEARNY 112

COMMERCE REPRESENTATIVE IN CHINA COMMENDS CHAMBER'S STAND ON CABLES AND WIRELESS

National Foreign Trade Convention Also Arouses Interest of Americans in Orient

In connection with recent action of the Chamber to secure better cable and wireless service to the Orient, the following letter expresses the appreciation of American merchants in China. The communication is received from Julean Arnold, Commercial Attache of the United States Department of Commerce, located in Peking:

"I am glad to note from the 'Chamber of Commerce Activities' of May 22nd, that your Chamber is taking an active interest in trying to better the cable and wireless communications across the Pacific.

We hope that you will always bear in mind that San Francisco needs direct cable and wireless communications with China, and not content yourselves with improvements which will induce facilities of an indirect nature.

There is a wonderful future for San Francisco in the trade of China during the next few decades, and we should not lose sight of the fact that the real effective way to develop these possibilities is by direct communications between San Francisco and China and under American auspices. This pertains to shipping, as well as to cable communications."

Arnold also comments upon the interest exhibited by the Americans in China in the development of Trans-Pacific trade and offers every possible cooperation of his office. The holding of the next National Foreign Trade Convention in San Francisco has created a keen anticipation of the impetus which will be given commerce between the United States and China and Arnold states that they in the Orient are hopeful that the program will embrace plans for a mutual enlightenment of the benefits to be derived from the development of such trade.

MAILINGS UNDER THE PRECANCELED PRIVILEGE AND WITHOUT STAMPS AFFIXED

Postmaster Fay advises that under certain conditions second, third and fourth class matter may be mailed without stamps affixed, the postage to be paid in money at the time of mailing.

While many business concerns have taken advantage of this privilege, there are no doubt a number who are not aware that the adoption of this privilege, as well as the use of the precanceled stamp feature, would be to their distinct advantage, and that under certain conditions the handling and delivery of matter so mailed would be expedited.

A representative of the post office will, upon request, be pleased to call on any firm that might be interested in the use of either of these features.

REPRESENTATION

Well known importing concern wishes to get in touch with responsible broker handling Japanese manufactured goods such as toothbrushes, buttons, cotton goods, crex rugs, etc. Inquire of Industrial Department.

NEW APPLICATIONS FOR MEMBERSHIP SINCE LAST REPORT

Arena Brothers, General Brokers, 21 Columbus Ave.

Albert Boruszak, Importer and Exporter, 410 Clay Street.

Barton, Hamilton & Co., Stocks and Bonds, 502 California Street.

Beeker & Co., A. H., Commercial Paper, 211 First National Bank Building.

Burt & Co., Edward R., Public Accountants, 318 Balboa Building.

Copps, Arthur W., Mine Operator, 625 Market Street.

Dundas-Martin Co., Investment Securities, 612 Hobart Building.

East & West Export Co., Export and Import, 207 Sheldon Building.

Ehrenfeldt, Frederick, Mfrs. Representative, 417 Montgomery Street.

Esberg, A. I., Merchants Exchange.

Gadgil, Vaman, Export and Import, P. O. Box 98, Berkeley, Cal.

Glavanich, Nicholas G., Ship Rigger, 154 Steuart Street.

Gray, John R., Consulting Engineer, 686 Howard Street.

H. & M. C. Co., Inc., Carbon paper and typewriter ribbons, 516 New Call Building.

Healey, J. M., Bar Pilot, Pier No. 9.

Holbrook & Maguire, Oil Producing, 1002 Croeker Building.

Jackson & Co., L. N., Import, Export, Commission Merchants, 216 Pine Street.

Kittle, John C., Merchant, 14 Montgomery Street.

Lynch, E. H., Stocks, Bonds, Investments, 414 Hobart Building.

McMahan, J. R., Cork Tile Floors, 1311 Claus Spreckels Building.

Mooser & Co., Inc., Brokers, 519 Clunie Building.

Ono Trading Co., Ltd., Exporters and Importers, 244 California Street.

Oriental Supply Syndicate, General Mill Supplies, 686 Howard Street.

Pacific Coast Bureau of Employment Research, Employment Research, 303 Hobart Building.

Park-Union Foreign Banking Corporation, 520 California Street.

Parker, Howard E., Sales Manager, 1644 Taylor Street.

Rogers-Brown Co., Importers and Exporters, 212 Oceanic Building.

Rothwell & Co., Inc., Exporters and Importers, 404 Insurance Exchange Building.

Rowe Co., The H. M., The Rowe School and Education Pub., 6 Monadnock Building.

Salt Producers Exchange of Calif., Assn. of Bay Salt Producers, 216 Market Street.

San Francisco Open Drydock Co., Ship Repairing and Drydocking, 403 Hobart Building.

Shipping Digest Pub. Co., Digest of Shipping and Reviewing World's Shipping, 240 Sansome Street.

Smith-Booth-Usher Co., Machinery Merchants, 433 Rialto Building.

Stein Bros., Upholstery, 239 Geary Street.

Steward Davit and Equipment Co., Ships' Equipment, Sherwood Building.

Telegraph and Cable Retransmitting Co., Telegraph and Cable Service Co., 809 Flatiron Building.

Telegraph-Cable Traffic Bureau, Code Systems, 201 Postal Telegraph Building.

Throckmorton, Howard, Bond Dealer, Alaska Commercial Building.

Bernard E. Tiltz, Western Manager Ilg. Elec. Ventilating Co., 325 Monadnock Bldg.

Vanguard Shipping Corp., Shipping, Importing and Exporting, 459 Mills Building.

C. A. Woolsey Paint & Color Co., Paint and Varnish Manufacturers, 24 California Street.

FOREIGN TRADE DEPARTMENT

FOREIGN TRADE OPPORTUNITIES

3256. Basle, Switzerland. Established import, export and commission merchant is desirous of getting in touch with American importers and exporters of goods for Swiss, Italian and Austrian markets.

3257. Habana, Cuba. Party is desirous of getting in touch with exporters and dealers in canned fruits and groceries.

3258. Kobe, Japan. Firm desires to get in touch with importers and dealers in sparterie, silk and piece goods.

3259. Osaka (Japan). Importing and exporting firm desirous of getting in communication with gas company that is producing sulphate of ammonia. They wish to purchase in large quantities. Bank references furnished.

3260. San Francisco, Cal. Firms located in Denmark wish to get in touch with exporters of dried, canned and fresh fruit.

TRADE MAGAZINE GIVES GOOD SERVICE

The Foreign Trade Department of the Chamber has been advised that the Pacific Coast management of the International Trade Developer has been taken over by C. S. MacGowan, who has offices in the Monadnock Building. This magazine is extensively read among merchants interested in developing their foreign trade and boasts a world-wide contact with that class. The monthly magazine may be had without charge by making request of the local office.

BUSINESS OPENINGS IN PENANG, STRAITS SETTLEMENTS

The Foreign Trade Department is advised by the Penang Chinese Chamber of Commerce, through the courtesy of the American Consul that they desire catalogues, prices, etc., covering machines and tools for agriculture, saw mill, mining, oil extraction, rice milling, cement, paper, brick, glass, sugar, milling, also motor trucks, rubber tire machinery, superheated steam driers and disintegrating machines, tannery machines, machines for making galvanized iron buckets and corrugated roofing sheets, soap and barrel making machinery.

The Department is advised there is a tendency among local capitalists to promote industries for the development of local raw materials. All interested are urged to send complete information and advice to the American Consul.

OPPORTUNITY FOR REPRESENTATION IN SCANDINAVIA

The Foreign Trade Department is advised that Mr. H. Chr. Jacobsen of Los Altos, California will shortly go to Scandinavia and desires to get in touch with manufacturers and exporters interested in representation in that country.

NEW PIER IN MANILA TO BE THE BEST EQUIPPED IN THE FAR EAST

Electric Trucks and Other Modern Machineries Will Be Features of Pier 7

The Foreign Department is advised by Hon. J. J. Rafferty, Chief, Bureau of Commerce and Industry of the Philippine Islands, as follows:

One million four hundred thousand pesos were released recently by the Acting Secretary of Commerce and Communication in the Philippine Islands for the construction of Pier No. 7 in Manila. This is to avoid congestion of goods and the difficulty of transporting them to the commercial houses of the city. The pier will be by far the most modern, the biggest and the best equipped pier in the whole East. It will be provided with all the necessary machinery and will eliminate the difficulty of discharging cargo from foreign steamers.

OPPORTUNITY FOR REPRESENTATION IN SOUTH AMERICA

The representative of a large San Francisco firm who speaks Spanish and Portuguese fluently, is fully informed in regard to Latin-American conditions and personally acquainted with many large houses, will leave for a trip in the next few weeks for South America.

He desires to get in touch with manufacturers interested, whose lines he might handle in addition to his own.

The name of his firm can be obtained from the Foreign Trade Department.

ASSISTANCE OFFERED TO MERCHANTS IN CABLE AND TELEGRAPH TROUBLES

For the purpose of offering service to the local business community in the solution of their cable-radio problems, the Telegraph-Cable Traffic Bureau, headed by Carl A. Nelson, has opened offices in the Postal Telegraph Building. Nelson's experience in telegraphy and in the compilation and handling of commercial codes will doubtless be of value in the solution of telegraphic transmission errors.

During these days of excessive cable delay and the difficulty of obtaining repetitions of mutilated words the services of the Telegraph-Cable Traffic Bureau will probably be a welcome addition to the facilities of the local commercial world.

Nelson, together with A. C. Meisenbach, at present engaged in New York in the compilation of a private code for a large firm there, has produced and published a code known as the Acme Code System which is said to greatly minimize cabling expenses.

MEXICAN REPRESENTATION AVAILABLE

Well established export and import concern in Mexico City desires to be connected with a similar firm in San Francisco, who has not a representative in the Mexican Capitol.

NATIONAL CONVENTION OF SPANISH WAR VETERANS

The twenty-first annual national convention of the United Spanish War Veterans will be held in San Francisco the week beginning September 2nd.

In view of the presence of the Pacific Fleet at the same time, added interest in the convention is anticipated.

The meeting of the veterans of the Spanish War of twenty-one years ago with the veterans of the late war, comprising the personnel of the great fleet, will unite the past with the present and afford an opportunity of showing gratitude to the men who have served their country so ably and so unselfishly.

This gathering will doubtless be of value to the community. Opportunity will be given to the non-resident visitors to observe for themselves the advantages of San Francisco as a great port and it is felt they will return to their homes with a better understanding and interest in our endeavors to build up and enlarge the field of trans-Pacific trade, not only for our benefit but for the benefit of the nation.

MARINE DEPARTMENT

Mr. Oliver J. Olson has notified the Marine Department that he will inaugurate a Steamship Line out of this port commencing with the sailing of the Steamer Paraiso about September 15th for Mexican and Central American ports. This will be followed by the Steamer Florence Olson. This new company will be known as the Ocean Mail Steamship Company, W. H. Thornley & Co. will act as local agents. The Paraiso left the Gulf on the 5th inst. coming to this city, with stops at Central American and Mexican ports, where over 1,500 tons of coffee will be loaded for this city.

Schooner Rose Mahony arrived at the Canal Zone on 5th inst. from San Francisco after a good run of 49 days. The vessel is taking a barley cargo to the United Kingdom.

New Bureau Veritas Register for year 1919 containing steamers, motor and sailing vessels has been received and can be seen at the Marine Department.

Flying the house flag of the Toyo Kisen Kaisha, the Japanese Steamer Choyo Maru arrived here from Oriental ports on the 6th inst. with large shipments aboard, some of the principal cargo consisted of 1,831 bales gambier, 988

bales gunnies, 763 bales hessian, 37,000 bags rice, 20,092 bales rubber, 10,838 slabs tins, 1,188 bales wheat bags, and large quantities of tea, tapioca, sauce, groceries and provisions. A part of the vessel's cargo goes in transit to cities and ports beyond here. This big freighter is booked to steam from here on August 15th taking freight for Yokohama and Kobe only.

Barkentine Rolph left here on August 7th bound to Grimsby on her maiden voyage. The vessel was recently built by the Rolph Shipbuilding Company on Humboldt Bay, has aboard 43,435 centals barley, shipped by G. W. McNear, Inc.

The following is the coal receipts at this port for the month of July:

From British Columbia, by water	2,000 tons
From Washington, by water	50 tons
From Eastern ports, by water	10,090 tons
By Railroad	18,441 tons
Total	30,581 tons

Motorship Borgland took 4,750 long tons barley to Christiania last week. Cargo was shipped by local grain exporters.

This department has been advised of the following important charters. Steamer Burnside loads copra for Marseilles at the rate of $50 per ton by Thornett & Fehr of New York. Shell Oil Company have taken the tank Steamer Devolente which was just completed by the Union Iron Works, to load oil for China and Japan. The Standard Oil Company have taken the British Bark Lord Templetown with case oil cargo to Sydney at the rate of $1.37½ per case, also the Schooner Irene with a similar cargo for New Zealand at the prevailing rate. The company's Tanker Tacoma, has orders to proceed from here to San Pedro, where an oil cargo will be put aboard for Hankow. Schooner Oakland owned by Albers Brothers, it is understood, will load lumber at Portland for Valparaiso.

Ship John Ena left here last week for England carrying 9,398,793 lbs. barley shipped by Balfour, Guthrie & Company. Steamer Tuckanuck cleared from here for the Atlantic with 8,411 tons flour aboard.

Trans-Oceanic Freighter Koyei Maru arrived here from Kobe bringing some very large and important shipments, some of which consisted of 20,555 bags beans, 12,760 cases bean oil, 3,300 bags coffee, 3,067 cases canned crabs, 18,600 bags peanuts, 22,250 cases peanut oil and large shipments of Chinese and Japanese merchandise, ores, tea, shoyu, etc.

Toyo Kisen Kaisha Steamer Nippon Maru arriving here on the 3rd inst from the Orient brought 123 cabin, 14 second class and 238 Asiatic steerage passengers, 2,328 tons of cargo and 265 packages U. S. Mail, 29,098 packages freight to be discharged at this port, and 2,432 packages go to cities and ports beyond here in transit.

Standard Oil Company's Tanker Tahchee loaded 56,000 barrels of petrolite at Southern California plant, for Calcutta, last week.

Six thousand nine hundred cases canned sardines arrived here last week from Monterey Bay by Steamer Homer.

Peru Bark Belfast left here in tow, bound to Callao, carrying 1,580,000 feet of lumber shipped by W. R. Grace & Co.

Matson Steamship Company's Steamers Matsonia and Maui, upon their arrival in the East, will be released by the U. S. Government, and after a survey will be ordered to proceed to San Francisco, after which both steamers will be placed into the service between San Francisco and Honolulu, dates of sailing from here will be announced later. Vessels are to be released about August 21st.

British Bark Lord Templetown left the port last week for Sydney carrying away 85,300 cases oil shipped by the Standard Oil Company.

AEROPLANE MAIL SERVICE BILL PROPOSED

Representative Kahn Introduces Measure to Provide Trans-continental Route

The Chamber is just in receipt of information from Congressman Kahn that a bill was introduced by him on July 30th to provide for aeroplane mail service between New York and San Francisco. The bill provides that the Postmaster-General be authorized to expend certain sums for the purchase of aeroplanes and operation and maintenance of aeroplane mail service between the cities of New York and San Francisco and that in addition, he be authorized to designate such additional points between said cities as he may deem necessary or advisable.

For some time, the Chamber of Commerce has been greatly interested in the possibilities of such a mail service and has so advised members of Congress. Events of the past few weeks point to the practicability of the installation of an air mail service and it is hoped within a short time to have it in operation.

BILL OF LADING ORDER

The Interstate Commerce Commission under date of August 4th issued an order postponing the effective date of its order in the bill of lading case. It will be recalled that the Interstate Commerce Commission in the case above referred to prescribed the form and terms of a bill of lading to be used on and after August 8, 1919.

Representations were made to the Commission by the shipping public through the various organizations that there were large stocks of the old bill of lading or the existing bill of lading in the hands of the shippers, and that to prevent waste some prescribed stamp or phrase should be authorized that would permit the use of these bills of lading on hand. The Commission did not approve of such stamp or phrase, but in order to meet the situation, postponed the effective date of their bill of lading to September 8, 1919. In the meantime, a special court composed of three judges heard a plea from the non-Federal controlled lines for an order to enjoin the Commission from putting the new bill of lading into effect. Such injunction was issued July 12th, but owing to delays in getting the necessary order officially before the Commission, no notification to the public was given by the Commission until August 4th. The date to which postponement has been made is not at present known, but it is probably indefinitely postponed pending final decision of the courts.

For the present this disposes of the question whether new forms of bill of lading should be provided, and the old bills of lading will remain in effect until further orders from the courts or the Commission.

CUMMINS BILL REPORTED

The House Committee on interstate and foreign commerce, August 4th, made a favorable report adopted on the Cummins Bill restoring the rate-making power to the Commission, with an amendment also restoring the power of the states over intrastate rates.

NEW EXPORT AND IMPORT TARIFFS

The Traffic Bureau is in possession of the new Export Tariff No. 29-E, and the new Import Tariff No. 30-D, both of which will become effective on September 10, 1919. We will be glad to answer any inquiries concerning these new issues.

COFFEE ARRIVALS

The Green Coffee Association of the San Francisco Chamber of Commerce reports the following arrivals during the past week with coffee consigned to members:

August, 3, 1919—S. S. Clarement, 2,252 bags of coffee.
August, 9, 1919—S. S. San Jose, 21,468 bags of coffee.

SAN FRANCISCO DISTRICT FREIGHT TRAFFIC COMMITTEE—DOCKETS

Docket 1976—(Hearing 10 A. M., August 21st)—Grapes, carloads. Proposal to reduce rate, Madison and Citrons, Cal., to San Francisco, from 17½ cents to 11 cents per 100 lbs.

Docket 1980—(Hearing 11 A. M., August 21st)—Scrap paper, carloads. Proposal to reduce rate, Denver to San Francisco, from 75 cents to 60 cents per 100 lbs.

Docket 1981—(Hearing 11:15 A. M., August 21st)—Ground ganister, carloads. Proposal to reduce rates from Eastern points to California terminals and intermediates.

Docket 1982—(Hearing 11:30 A. M., August 21st)—Grain and articles taking grain rates, carloads; barley, rolled or whole; oats, rye and wheat, also cottonseed meal, cottonseed cake and beet pulp (dried), carloads. Proposal to reduce rates from San Francisco, Oakland, etc., to McGill and East Ely, Nev.

Docket 1983—(Hearing 2 P. M., August 21st)—High explosives, carloads and less. Proposal to cancel commodity rates from Clipper Gap, Cal., to points in California, Nevada, Oregon, Arizona, etc.

Docket 1984—(Hearing 2:15 P. M., August 21st)—Plaster and gypsum, carloads. Proposal to establish through rates from Mound House, Nevada, to various points in California.

Docket 1985—(Hearing 2:30 P. M., August 21st)—Plaster, carloads. Proposal to reduce rates from Mound House, Nevada, to Portland, Tacoma and Seattle.

Docket 1986—(Hearing 2:45 P. M., August 21st)—Waste and rags, carloads. Proposal to reduce rate, San Francisco to Los Angeles, from 34½ cents to 22 cents per 100 lbs.

Docket 1987—(Hearing 3 P. M., August 21st)—Talc. Proposal to reduce rate, Keeler to San Francisco, from 28 cents to 25 cents per 100 lbs.

Docket 1991—(Hearing 4 P. M., August 21st)—Lumber and its products, carloads. Proposal to reduce rate from points taking Coast group lumber rates as provided in T. C. F. B. Tariff 27-C to points on the I. C. R. R., Mo. P. R. R., Mobile Ohio R. R. between Cairo, Ill. and East St. Louis, Mo.

Docket 1992—(Hearing 10 A. M., August 26th)—Cork tile, less carloads. Proposal to reduce rate, Pittsburgh, Pa., to California terminals and intermediates, from $3.87½ to $2.20 per 100 lbs.

Docket 1993—(Hearing 10:15 A. M., August 26th)—Box and crate material, carloads. Proposal to reduce rate, Chattanooga, Tenn., to California terminals and intermediates, from $1.81½ to $1.00 per 100 lbs.

Docket 1994—(Hearing 10:30 A. M., August 26th)—Beer substitute. Proposal to reduce rate, San Francisco to Phoenix, Ariz., from $1.06½ to 69 cents per 100 lbs.

Docket 1996—(Hearing 11 A. M., August 26th)—Plaster, carloads. Proposal to reduce rate, Mound House, Nev. to San Francisco, from 17 cents to 12 cents per 100 lbs., minimum weight 80,000 lbs.

Docket 1645—(Packing house products, less carloads, loaded in carload shipments for Sacramento. Cancelled.

Docket 1269—Rape seed, straight carload, or in mixed carload with poultry food, from California points to Eastern points. Cancelled.

Docket 2003—(Hearing 11:30 A. M., August 27th)—Walnuts, carload, from Pacific Coast ports (import) to Eastern points. Proposal to establish a transit arrangement to permit walnuts to be cleaned in transit at port of entry.

Docket 2004—(Hearing 2 P. M., August 27th)—Cactus fruit (prickly pears), carloads. Proposal to reduce rates from California terminals and intermediates to Eastern points.

Docket 2005—(Hearing 2:15 P. M., August 27th)—Animal manure as described in the current Western Classification, carloads. Proposal to reduce rate from Ogden Sugar Spur, Utah, to San Francisco.

Docket 2008—(Hearing 3 P. M., August 27th)—Restoration of differentials on lumber and its products, carloads, from points on the Southern Pacific north of Dorris, Cal., to points in California, Arizona and New Mexico and Nevada, as covered by S. P. Tariff 634 and Tariff 48-D.

Docket 2010—(Hearing 3:30 P. M., August 27th)—Pig lead, carloads. Proposal to reduce rate, Herculaneum, Mo., to Pacific Coast ports for export, from 80½ cents to 75 cents per 100 lbs.

Docket 2011—(Hearing 3:45 P. M., August 27th)—Wedges, rough galvanized cast iron and wrenches, cast iron, bolts and nuts, in mixed carloads with wheel channels, flanges, rings, tires, vehicles, iron or steel, from Eastern points to California terminals and intermediates. Proposal to establish mixed carload rates as described above.

Docket 1946—Grain and grain products from Phoenix and points taking same rates to San Francisco. Cancelled. Subject covered by Docket 1306, April 4th.

Docket 1928—Baled cotton, carloads, for export, from Los Banos, Dos Palos, etc., to San Francisco. Cancelled.

Docket 2012—(Hearing 10 A. M., August 28th)—Dried fruit, carloads and less carloads. Proposal to establish a line of commodity rates in lieu of present class and combination rates from various points in California to Colusa and other points where packing houses are maintained.

Docket 2013—(Hearing 10:30 A. M., August 28th)—Firecrackers, carload and less carload, import. Proposal to reduce rates from Pacific Coast ports to Eastern points.

Docket 2014—(Hearing 11 A. M., August 28th)—Engine distillate (Naptha), carloads. Proposal to reduce rates from El Segundo, Martinez, Oleum, Richmond and other refining points to Mexico.

Docket 2016—(Hearing 2:15 P. M., August 28th)—Rosin, carload, from New Orleans to Pacific Coast ports for export. Proposal to reduce rate from 94 cents to 50 cents per 100 lbs., minimum 60,000 lbs.

Docket 2018—(Hearing 3:15 P. M., August 28th)—Plaster board, carloads. Proposal to increase rate, Los Angeles to San Francisco, from 25 cents to 30 cents per 100 lbs.

Docket 2019—(Hearing 3:45 P. M., August 28th)—Fluorspar, carloads. Proposal to establish specific commodity rates from Baxter and King, Cal., to points in California, Washington and Oregon.

CAR SHORTAGE

At a meeting of the Executive Committee of the National Industrial Traffic League, the subject of the shortage of cars and congestion of terminals was discussed. The President was directed to take up vigorously with the United States Railroad Administration and urge that bad order cars be repaired and restored to service without delay, also that the new Railroad Administration equipment not yet allocated to individual carriers be stenciled and placed in service.

The Executive Committee took cognizance of the fact that the carriers were calling attention to the shortage of car equipment and urging the necessity for conservation of car supply. The Committee expressed their approval of this action, but suggested that it was hardly proper to assume, as indicated in some of the communications from the carriers, that the only remedy for car shortage is for shippers and receivers of freight to handle cars more promptly and to load ten per cent above capacity. The Committee believed that some attention should be paid by carriers to their sins of omission and commission which contribute more than any other thing to shortage of cars for transportation service. Without extenuating the abuse of cars by shippers, the Committee insists that carriers should do their greater part by putting all available cars to use and by moving them with expedition, both in line haul and switching service.

The Traffic Bureau would like to know from any source, carrier or shipper, if there is any unreasonable delay on the part of shippers in releasing cars; and desires also to be informed to what extent within the knowledge of the members of the Chamber of Commerce car shortage or congestion may be chargeable to poor transportation service on the part of the carriers; also what the situation is with respect to bad order cars. This is with the view of assisting both carriers and shippers in adopting methods that will relieve the car shortage, both as it exists now and as it may develop in the future.

PLACEMENT BUREAU

DISCHARGED SOLDIERS AND SAILORS

225. Experienced salesman, office man or correspondent, single, age 34. One year Army service, capable and ready for hard work.

226. Discharged soldier, formerly with Eastern electrical manufacturers, desires position with manufacturers representative or sales agency.

227. Discharged overseas soldier desires bookkeeping or clerical position with large firm, preferably importing and exporting business. Age 27.

228. Young man, recently discharged, desires position as stenographer and bookkeeper. General office experience, also outside collection and selling.

229. Young man of university education desires employment in handling of men, preferably in commission, brokerage or jobbing. Will accept minimum salary as a starter. Two years commissioned officer in world war.

230. Have had experience in general office work and in a limited capacity as salesman. Am desirous of securing a position with advancement if I deserve it.

231. Young business man recently discharged from Officers Training School desires to connect with reliable house. Experience in salesmanship and department management. Able to invest in the business.

232. Recently discharged Army officer. Age 27. Associated with mining company for six years previous to entry in Army. Desires opportunity in brokerage house. Salary open.

233. Ex-service man, age 28, desires opening with import and export firm or brokerage house. Salary no object. General experience smelting and milling.

234. Discharged soldier, overseas service, desires position as bookkeeper or accountant. Fifteen years experience. First-class references. Wholesale or retail.

235. Desire position as automobile salesman, have had one years experience.

236. Discharged Army officer desires connection in selling capacity with wholesale hardware business or affiliated line. Thirteen years business experience. University graduate and Army record of satisfactory performance in position of considerable responsibility. Read Spanish.

GENERAL APPLICATIONS

1448. Young man, 27 years old, university training, desires position as confidential secretary. At present employed by U. S. Government. Best references.

1449. Manager for Latin-American department. Familiar with all the details of foreign trade. Good salesman and buyer.

1450. Wanted position as foreign salesman. I am posted technically on foreign trade, but with no practical experience. Interview desired. Speak Spanish.

1451. Wanted position as bookkeeper or general office man by man of 36. Thoroughly competent and accurate, reliable, not afraid to work.

RICE GROWERS COMMEND DISCHARGED MEN

The State Committee on Readjustment, through the co-operation of the press of California, was able to furnish a large number of unemployed discharged service men to the rice growers at Willows, Glenn County, during the month of June, the jobs lasting from four to six months at $3.50 a day and board.

It may be a source of great gratification to many, as it is to the State Committee, to read the following statement received from the Glenn County Rice Growers' Association:

"At a meeting of the Glenn County Rice Growers' Association held at Willows Friday afternoon, August 8th, a very interesting discussion occurred regarding labor for the rice fields the coming season, and it was the unanimous opinion of the rice growers who spoke, and the sense of the meeting, *that the most profitable work was done by discharged sailors and soldiers.*

Because of these observations Charles Jurges, Vice-President of the Association, intimated that he would leave for San Francisco immediately to consult with the State Committee on Readjustment in the Ferry Building, through which organization a great many of the boys who have been discharged from the Army have found employment."

The placing of service men by the Rice Growers' Association opens the way for the discontinuance of alien labor hitherto employed in this work.

EMPLOYMENT RESEARCH WILL BE UNDERTAKEN BY NEW BUREAU

With the idea of attacking personnel problems in industry and determining the actual facts underlying human relationships in the same manner that facts concerning materials have been revealed in business, the Pacific Coast Bureau of Employment Research has been formed and has just opened offices in the Flood Building.

The Bureau advises that on its staff are men who have had extensive experience in personnel work in the Army or in industry. Capt. J. David Houser, who was in charge of intelligence testing at Camp Kearny during the war, where 20,000 men were examined and placed, is president of the Bureau. Wilford E. Talbert, who has been associated with the Bureau of Personnel Research at the Carnegie Institute of Technology, Pittsburgh, Pa., is Director. Associated with the Bureau as consultants are Dr. Lewis M. Dennan, professor of applied psychology at Stanford who has served as a major in personnel work during the war, and Dr. I. B. Cross, professor of economics at the University of California, lecturer on employment management and adviser of employment manager's associations about the bay.

The Bureau heads say that they will specialize in practical research, in employment problems and will render available, proven and successful methods of attacking these which have been developed as personnel methods in the Army or in industry. They will include information service, statistical service, testing service (for the application of general ability, trade and business ability tests for employees) and a record and report service. In addition special studies such as personnel surveys, job analyses, etc., will be rendered possible.

This Bureau is the Pacific Coast representative of the Bureau of Personnel Research of Carnegie Technology, Pittsburgh, an organization which is supported by 30 Eastern firms doing a national or international business. Affiliations have also been established with other similar Eastern organizations.

BUSINESS WANTS

AUTO TRUCK AND PUMPS—Dryfus Bros., San Mateo, Cal., are in the market for centrifugal sewerage pumps and a two to three-ton automobile truck.

DYESTUFFS—Heath Mfg. Co., 2301 N. 11th Street, St. Louis, Mo., (Chemicals and dyestuffs) wish to secure a representative in this city to handle the sale of their products.

SALT AND LIMESTONE—Snowite Chemical Co., 502 Citizens National Bank Building, Los Angeles, Cal., is in the market for supply of salt and chemically 99% pure limestone.

DRIED BEANS—Monmouris & Calomiris, 135 W. 28th Street, New York City, are in the market for dried beans.

BAKERY SUPPLIES—Earnest Bates, c/o Western Pacific Hotel, Portola, Cal., is in the market for bakery supplies.

MARBLE—Beeh, Van Sicien & Co., 310 California Street, San Francisco, wishes to make arrangements with a firm in this city to sell marble on a brokerage basis.

AUTO ACCESSORIES—John E. Hosking, P. O. Box 224, Jackson, Cal., wishes to communicate with San Francisco firms equipped to manufacture automobile accessories.

RAW SILK—Mrs. Elmer Welsh, Box 283, Kingman, Ariz., is in the market for raw silk in ton lots.

FRUIT PHOSPHATES AND CIDER—J. A. Oliver, Jefferson Hotel, Phoenix, Ariz., is in the market for fruit phosphates and cider.

Knight-Counihan Printing Co.

SAN FRANCISCO
CHAMBER OF COMMERCE ACTIVITIES

Volume 6 | The Commercial, Financial, Industrial and Governmental Metropolis of the Pacific Coast | Number 34

Every Thursday——August 21, 1919

Universal Military Training Policy Recommended by Chamber

Committee on Military Affairs Submits Report Which is Adopted by Board of Directors

The San Francisco Chamber of Commerce has given consideration to the military policy of the United States, and as a result of the report of Lieut.-Col. Allen G. Wright, Chairman of its Military Affairs Committee, has forwarded certain recommendations to Honorable Julius Kahn, Chairman of the Military Affairs Committee of the House of Representatives. The policy adopted by the Chamber of Commerce follows generally the plan set forth by Mr. Kahn for universal service but makes certain additional suggestions as to numbers, time of training period, National Guard service, etc.

Briefly the plan of the Chamber is as follows:

Regular army of 250,000 men.

Intensive military training for six months.

Tie-up of universal training plan with National Guard, so that soldier having served his intensive period of training should enlist with National Guard for three years. Upon satisfactory completion of three-year term with National Guard, the soldier would receive his discharge from the regular army and the National Guard. The normal regular army training period should probably be one year with the proviso that the soldier having completed six months of intensive training might be furloughed on condition that he would enlist for the three-year period with the National Guard.

In submitting his report, Lieut.-Col. Wright advanced reasons as to the necessity for an army of 250,000, which is larger than some previous estimates. The success of universal military training requires a regular army of sufficient size to meet any national necessities and large enough to permit universal training to proceed without interruption and efficiently and intensively at the same time.

The plan also would make the United States a strong nation from a military point of view without taking its citizens from civil pursuits for more than six months, and the military strength of the nation, consisting largely of a citizen army through the strength of the National Guard, would in no way constitute a military force that a democracy might fear or that would tend to develop national aggressiveness upon the part of the United States, and by such a scheme, the very military strength of the United States would prove an effective factor in the maintenance of world peace.

MEN WHO HAVE BEEN IN SERVICE are urged to take part in the parade to be held on War Women's Day, September 3rd. The Fleet will arrive on September 2nd and it is planned to honor the women, who so willingly served during the war, with a huge parade the day after.

FIRMS EMPLOYING SERVICE MEN are urged to allow such employees to be absent from their duties on the day of the parade.

MEN: Register at 665 Market Street at once.

FOREIGN TRADE COMMITTEE ACTIVE

The newly appointed Foreign Trade Committee of the Chamber, which has just completed its third meeting, reports the greatest of interest in all of its deliberations. Attendance has been excellent and it has been pointed out, particularly by the new members, that they little realized the value and importance of the subjects which are considered at the weekly meetings for the commercial benefit of the members of the Chamber interested in this branch of trade.

Among the matters considered at the last meeting were:

REPORT OF LATIN-AMERICAN SUB-COMMITTEE

Chairman C. H. Lloyd gave an outline of the reasons for creating the Latin-American Committee, its objects and some of its activities. He requested a leave of absence of several months, Mr. V. H. Pinckney being appointed to act as chairman in his absence. In rendering his report, Mr. Lloyd stated that a multitude of minor matters are continually confronting merchants doing business with the countries of Mexico, Central and South America. Each of these countries has particular problems which do not exist elsewhere in trade and he stated that the sub-committee had been of the greatest assistance in alleviating some of the conditions through bringing the matter to and securing aid on the part of the Chamber.

Mr. Lloyd also offered a plan, given below, which may interest members of the Chamber doing business with Latin-America. The statement of service is given in full:

The personnel of the Latin-American Committee comprises practically every element which enters into Foreign Commerce, since its membership includes a manufacturer, an importer, an exporter, a broker, a banker a foreign consul and a lawyer.

Because the committee is so constituted it is able to give any and all matters brought to its attention the most exhaustive examination.

At its last meeting the Latin-American Committee resolved to offer its services to the membership of the San Francisco Chamber of Commerce along the following lines:

(a) An examination into any matter concerning commercial disputes with buyers or sellers in Latin-America.

(b) To act as an Arbitration Committee if so desired.

(c) To report its findings of fact and make its recommendations on such matters as may be presented to it by members of the San Francisco Chamber of Commerce.

(d) Its findings and recommendations will be entirely impartial.

It must be distinctly understood that the Latin-American Committee will act in such matters as are brought to its attention in a friendly capacity only. Whatever its conclusions may be, these conclusions must not be regarded as final or binding.

If the foregoing is in conformance with the policy of the Foreign Trade Committee, it is suggested that the members of the San Francisco Chamber of Commerce be notified of this resolution of the Latin-American Committee.

OTHER SUB-COMMITTEES SUGGESTED

The matter of forming other sub-committees on foreign countries, such as Scandinavia, England, France, Oriental countries, etc., was also considered, and it was decided to request members interested in the trade with these various countries to bring their desires to the attention of the Foreign Trade Committee with an idea of learning the necessity for the formation of additional sub-committees.

The Foreign Trade Committee as a whole will continue to consider the broad general questions pertinent to this subject but it is felt that small committees can work to good advantage in collecting information for submission to the larger committee.

CABLE-RADIO SERVICE

The necessity for the rapid transmission of cable and radio communication has been considered at several previous meetings of the Foreign Trade Committee. At the meeting prior to the last, there was present a representative of the Naval Radio Service, who reported on the conditions and service which is and can be rendered by the government. At last week's meeting, the cable people were asked to be present and as a consequence, Mr. A. B. Richards, General Superintendent and G. W. Holt, local manager, of the Postal Telegraph Cable Company, attended. Mr. Richards gave a frank statement of conditions, their cause and the probable improvement of the service. He stated that it was almost impossible to secure the equipment for another cable at the present time but that his company was ready and, in fact, had the money on deposit to build an additonal cable to the Orient, provided they could be assured of sufficient business to warrant its installation. The development of the wireless, and the reconstruction of several cables now out of use on account of the war, he pointed out, might make a new cable of little value to his company after its completion, which, he figured, would take five years.

The cable and radio situation will continue to receive the earnest consideration and attention of the Foreign Trade Committee.

UNITED STATES SHIPPING BOARD OCEAN RATES

The Committee has been active in soliciting the Shipping Board for a proper allocation of ships to Pacific Ocean Commerce and for a ocean freight rate tariff which would allow the merchants of this Coast to do business on a parity with Atlantic Ocean and foreign commerce.

Since the last foreign trade Committee meeting, a special conference of shipping men was held on Monday, August 18th, with H. A. Cooper, representing John H. Rosseter, Director of Operations for the Shipping Board. It was pointed out to Mr. Cooper that the rate structure which became effective August 15th, practically prohibited the merchants of this port doing business in certain commodities. It was decided by this special committee that recommendations should be made to the Shipping Board that the old tariff be reinstated and the new one suspended until such time as the Shipping Board could give a hearing to the merchants and the rates for the various commodities worked out in conjunction with the merchants. Mr. Cooper stated that all the Shipping Board desired was to provide a rate which would insure the movement of freight from this port and also give a return to the vessel. Argument was advanced by the merchants that it was not possible to compete with other countries, or indeed with the Atlantic Coast ports to the Orient if the Shipping Board demanded a sufficient return from the freight outward bound to make up for the lack of freight or the lowness of freight rates inbound. It was also pointed out that shipping companies could not always expect to secure an immediate return to the vessel, but that established routes would soon work up enough trade to overcome initial losses.

MERCHANTS SHOULD BRING COMPLAINTS TO ATTENTION OF BOARD

Mr. Cooper urged that merchants and shippers advise the Shipping Board of any complaint that they might have to offer of the rates which the Shipping Board may put into effect, stating that such advice would be of the greatest assistance to the Board in making a proper rate or in correcting existing tariffs.

CHARITIES ENDORSEMENT COMMITTEE
Welcome to the Fleet Solicitations

The Charities Endorsement Committee are in receipt of the following information from the Official Fleet Reception Committee:

The Publicity Department of the Fleet Reception Committee has gone on record as being opposed to the use or misuse of the Army and Navy uniform in the selling of any programs, medals, ribbons, tickets or soliciting of subscriptions of any kind while the Fleet is here next month. The general entertainment fund is being raised by a committee of which Herbert Fleishhacker is chairman. This fund together with the sale of tickets or subscriptions for boxes to the Grand Ball, and the sale of an official souvenir program at twenty-five cents a copy, **without advertising,** are the only official activities of this nature sponsored by the Fleet Reception Committee.

It is possible that the Army and Navy baseball game and the Pacific Fleet Boxing Championship will be open to a limited number of civilians to whom admission will be charged. This has not been determined yet.

Any other use of the word "official" or any other subscriptions or canvassing are without the authority of the Committee and should be scrutinized closely.

OUR WAR RELIEF SOCIETIES
It is Now Time to Get a Financial Accounting of Their Work

"The war emergency work of the great relief societies is over. There remains some civilian relief work to be done in a few countries, which, however, can in most cases be best done by local societies, to which our Red Cross might contribute with one or two hard-headed business men and accountants representing the Red Cross to make sure that there is no misappropriation. It is time for economy, and one dollar in the hands of a European will do the work of two dollars in the hands of Americans.

The public is entitled to a rigid accounting for every dollar entrusted to these societies. In this city no charity can receive indorsement from the merchants' committee except upon agreement to allow a rigid inspection of the books kept substantially in compliance with a prescribed form and giving the details of receipts and expenditures. And the inspection is regularly made. And it is not a mere matter of knowing that the books balance, but of discovering how many units of usefulness are secured per unit of expenditure. And it is far more necessary in the case of these great societies.

The good accomplished by each of these societies is beyond computation. It was inevitable, also, that there should be prodigious waste and many misfits in organizations so large and so suddenly assembled. It could not be helped and will not be charged up against the societies. But it is necessary to know what provisions have been made to eliminate such things. It will be necessary for each society to publish a list of the salaries paid and proposed to be paid, and the allowances. In the public service this is fixed by statute. In the emergency relief work it was done by executive order or to meet the necessities of some one particularly needed.

If there has been any criticism of the work of any of these societies in hospital or other work immediately behind the lines it has not come to our knowledge. There has been criticism of the work among civilians in respect to wastefulness resulting from the unwisdom, or worse, of the misfits who in some cases got into the organizations. It is known that some of these were sent home after they got to Europe. There should be a frank statement of how many. Some were not sent home.

In civilian work—and that will be part of the work for the future—those entitled to credit are those who came in immediate contact with the miserable, nursed the sick, toiled in the kitchens, combed the lice out of the children's hair and similar services. Multitudes of tenderly bred women left pleasant homes to do such service. Those who have got the credit are the "Captains" and "Majors," who directed those services, very few of whom, if any, had ever done relief work or knew anything about it. The majority were excellent men without experience. One of the things to be remedied is the assimilation of titles and uniforms to those of Army officers. It tends to a caste feeling, which is resented by those who do the work as well as by Army officers, who quite generally feel that those who wear such uniforms and bear such titles should be fighting men. That should be changed and executive positions filled by selection from the actual workers of those who show executive ability. We write this plainly because we begin to hear about coming "drives" for continuing the present world-wide organizations. There should be no more "drives" unless it be for the benefit of the home charities which have been starved during the war. From now on the home charities must have first place. It will doubtless be necessary to continue for a time some of our European relief. But the extravagant American scale upon which it was conducted during the war must be abandoned. And whatever foreign work is to be done must be done through one well organized and economically managed agency, presumably the Red Cross, if it will qualify."

The above editorial appeared in the "Chronicle" August 17, 1919, and is reproduced for the information of members.

Attention is drawn to the reference to home charities.

For information regarding appeals for donatons call KEARNY 112 and ask for the CHARITIES ENDORSEMENT COMMITTEE.

"CALIFORNIA HOUSE" AND MISS JULIE HEYNEMAN

On Saturday, August 23, 1919, at 12:30 P. M., Miss Heyneman will address the Commercial Club regarding the splendid work done in England for the soldiers at the California House.

Miss Heyneman is leaving for London to continue her work with the British Red Cross.

It is proposed to continue the work of California House in Belgium as a ward or prevention in connection with the Edith Cavell Hospital and School for Nurses, located in Brussels.

A local committee consisting of Mesdames William H. Crocker, W. B. Brown, H. M. Sherman, M. Koshland, Sig. Stern, Bruce Porter, and Messrs. W. H. Crocker, W. B. Brown, Dr. H. Sherman, Dr. W. I. Lucas, Mr. John Lawson and others, with Mr. Bruce Porter as Honorary Secretary are interesting themselves in the confirmation of the work of "California House" in Belgium.

San Francisco Chamber of Commerce Activities

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For What You Want to Know —— Call KEARNY 112

ORIENTAL MARKET PROMISES LARGE RETURNS TO AMERICAN MANUFACTURERS

Mr. John W. Heidt, President of the Pacific Metal Works, returned recently from a several months tour of China, Japan and the Philippines.

Mr. Heidt reports business prospects in some parts of the Orient quite promising, particularly in China, where great railway systems are planned and only await financing arrangements. He brought with him a very complete map showing proposed railways through the young Republic, the work of Paul P. Witham, United States Trade Commissioner at Peking, which indicates that in the near future transportation facilities in China will be revolutionized to the advancement of commerce and shipping.

Mr. Heidt found a very friendly disposition toward Americans throughout China, and believes that enterprise and square dealing on the part of American business houses will result in bringing much Chinese business to the United States in the future.

IMPORTATIONS AT SAN FRANCISCO OF COPRA AND COCOANUT OIL FOR THE YEARS 1917-1918

Compiled by Foreign Trade Department

COPRA

	Pounds	Dollars
1917—Total	261,134,238	13,333,786
1918—Total	328,221,478	20,155,972

COCOANUT OIL

	Pounds	Dollars
1917—Total	91,098,877	10,001,802
1918—Total	228,920,523	27,909,249

FOREIGN TRADE DRAWS ATTENTION OF Y. M. C. A.

As a result of the fast growing foreign trade of the United States, experienced export and import men are badly needed in China and in South America, according to word received by R. L. Johns, Education Secretary of the San Francisco Y. M. C. A., from correspondents in China and in Rio de Janeiro. The writers state that the expanding foreign trade of the United States, both with China and South American countries, has created an urgent demand for men who are skilled in the importing and exporting business.

It is to meet this fast growing demand, that the San Francisco Y. M. C. A. has started a course in International Trade and Exchange, which has just opened. This course is open to men interested in foreign trade and will be supplemented by a series of personal interviews aiming to bring men interested in the exporting and importing business in touch with those of experience in this field.

FOREIGN TRADE OPPORTUNITIES

3261. Padang, Sumatra. Well established firm is anxious to get in touch with importers and exporters of Sumatra products. Their principal exports are coffee (robusta, mandaling, angkola) rattan, rubber and hides. They are interested in the following imports: corrugated roof iron, wire nails, flour, agricultural machinery and canned fruits and vegetables.

3262. London, England. Anglo-American concern having associate office in Chicago is introducing all kinds of American goods into England and is desirous of getting in communication with American firms who desire representation there.

3263. Brussels, Belgium. Firm is desirous of getting in touch with houses dealing in dried fruits of all kinds.

3264. London, England. Established firm with references wish to get in communication with American manufacturing and export houses.

3265. Antwerp, Belgium. British firm of shipbrokers and general agents with 30 years experience in Belgium wishes to get in touch with merchants, shippers and manufacturers who might require their services.

3266. Osaka, Japan. Japanese firm desirous of getting in touch with American importers of beads, necklaces, imitation pearl beads, also toys such as dolls, paper and wooden toys.

3267. Amsterdam, Holland. Firm desirous of getting in touch with textile agent in this city.

3268. Marseilles, France. Concern wishes to communicate with firms handling dried fruits and canned fruits as they are desirous of importing these commodities.

3269. Osaka, Japan. Firm manufacturing and exporting knitted goods wishes to get in touch with a reliable firm exporting cotton yarns 8s, 10s, 12s, 14s, 16s, 30s, and 32s. References furnished.

3270. Osaka, Japan. American firm located in Japan wishes to get in communication with creditable merchants in San Francisco who desires to export peas, beans, chillies, isinglass, vegetable wax, camphor, fish and vegetable oils, etc.

3271. Kobe, Japan. Established Japanese firm wishes to get in touch with importers of beans, peas, starches, flour, cereals, vegetable and animal oils, seeds, isinglass, etc.

3272. Monterey, N. L. Mexico. Wishes to get in touch with exporters of Japanese and Chinese crockery.

3273. Paris, France. Importing and exporting firm wishes to get in touch with firms in San Francisco importing metals, furniture, rubber, ivory, wood, tea, coffee, and exporting cloth, perfumes, jewels, household goods, automobiles, motors, etc.

COFFEE ARRIVALS

The Green Coffee Association of the San Francisco Chamber of Commerce reports the following arrivals during the past week with coffee consigned to members:

August 16, 1919—S. S. Joan of Arc, 7,155 bags of coffee.

REPRESENTATION IN INDIA

Mehta & Lynn, 505 Sharon Building, wish to get in touch with manufacturers who would desire representation among the business houses of India and the Straits Settlements. Native representative is enroute to that territory.

STEAMER FOR VLADIVOSTOCK

The Foreign Trade Department is advised by the Pacific Mail that the American Steamer Osaquasick, 9,600 tons, will sale for Vladivostock direct early in September.

MARINE DEPARTMENT

Pacific Mail Steamship Company's Steamer San Jose arriving here from Central American and Mexican ports brought among her cargo 21,273 bags of coffee and a valuable shipment of gold and silver bullion.

Williams, Dimond & Company have notified the Marine Department that they will place the Steamer West Katan on the berth at this port to load for Bristol and Glasgow, also the Steamer West Calumb to load for London and Havre. Both these freighters are new, having been recently completed at southern shipyards.

Contracts for the immediate construction of twenty 10,000 ton steel cargo ships, suitable for long voyages have been let by the United States Steel Corporation. The freighters will be built at Eastern and Southern shipyards.

This department has been informed that Lobos de Afuera Light, north of Pacasmayo, Peru, has been out of order since March 29th last. Also that the sea dredger at Salina Cruz, has been out of commission of late, and will be in operation as soon as practicable.

The Freight Steamers Depere from Hanlon's Yard on August 9th and the Quilward from Moore Shipbuilding Company, Oakland, were launched for the U. S. Shipping Board.

The Pacific Mail Steamship Company will have the following freight steamers sailing from this port for Oriental ports: West Sequana about September 1st, West Iuskip middle of September, West Conob September 27th, West Vaca October 30th, Colusa September 20th, Diablo middle of October and the Santa Cruz about November 8th.

Three freighters left Brazilian ports last week for the United States carrying 232,000 bags of coffee.

The Steamer West Aleta sailed from this port on August 9th for Copenhagen with a full cargo of varied products, amongst which was 41,420 centals of barley, shipped by Sheldon & Co., Westrope & Co., and Balfour, Guthrie & Co.

The Shipping Board sailing ship Arapahoe has been taken under charter by Strauss & Co., to load barley at San Francisco to United Kingdom, at going rate.

This department is informed that Wesel & Duval with offices in Callao and Lima will act as agents for the Rolph Mail Steamship Company. A large fire destroyed the building of Peruana de Vapores Peruvian Steamship Company, also the dry dock at Callao recently. The firm of Rocca & Miller, ship chandlers of Callao, was also destroyed.

The Toyo Kisen Kaisha Steamer Siberia Maru will arrive here on August 30th from the Orient and leave out on September 7th for Yokohama and Kobe direct, omitting Honolulu on this trip.

The steel Steamers Point Adama, Point Bonita, Point Judith, and Point Lobos, built on the Pacific Coast for the United States Shipping Board, have been sold to the Pacific Mail S. S. Co. They are about 1,665 net tons and 3,720 deadweight.

The G. W. McNear Schooner Georgette has been fixed for a voyage from Puget Sound to Alexandria, Egypt, with lumber. The Pacific Export Lumber Co. were the charterers, and the rate paid is $70 per thousand.

The steel Steamer West Chetee with 7,253 tons flour, loaded at South Vallejo, left out last week for Europe.

The Oceanic Steamship Company's chartered Steamer Jacox will get away from this port the latter part of the month, for Sydney and Melbourne.

Schooner Erie has orders to proceed from here to Humboldt Bay and load Redwood for Sydney, being under the charter of Pope & Talbot.

Steamer West Sequana, flying the house flag of the Pacific Mail Steamship Company, arrived here from Oriental ports carrying 9,000 tons of general cargo, consisting of many large shipments of rice, tapioca, tobacco, silks, gunnies, teas, etc., many of which go to cities and ports beyond here in transit. This is the freighters first round trip to the Orient since she was completed early this year. She is booked to leave out again in the Pacific Mail Steamship Company's service early in September, taking cargo for Yokohama, Kobe, Shanghai, Manila and Hongkong.

The first merchandise to be shipped from this port by water to Germany since 1914, other than for government account, went forward on the Steamer West Aleta which sailed on August 9th. Cargo was taken for Denmark, Norway, Germany and England, and consisted of barley, dried fruits, canned fruits and vegetables, cereals, groceries and provisions, etc.

REDWOOD CITY CHAMBER OF COMMERCE PLANS REORGANIZATION

Seeks Unanimity of Action in Matters Affecting Peninsula

A well attended dinner meeting of the Redwood City Chamber of Commerce, held at the Sequoia Hotel, on August 12th, evidenced the re-awakening of the interest in civic and community affairs on the part of the citizens of Redwood City. About one hundred leading citizens gathered together and considerable enthusiasm was expressed over the program for a larger and more powerful commercial organization, as advanced by President M. J. Knox. Mr. Knox outlined many of the problems confronting Redwood City and pointed to the fact that funds should be secured to provide a capable executive to assist the citizens in looking after the city's needs.

A particularly pertinent problem brought to the attention of those assembled was that of endeavoring to secure for Redwood the location of a government dirigible depot. At the present time, only one will be located on the Pacific Coast and, as indicated by several speakers, Redwood City is the logical location and every effort should be made to secure it. A proper site has been brought to the attention of the war department authorities and it is expected that an option on the land will shortly be offered to the government. The land has already been inspected by representatives of the war department and received favorable comment as being an excellent location and the only one on the peninsula which has attracted interest and attention.

Many additional local and peninsular problems were taken up, and discussed by the members of the Chamber, much emphasis being placed upon the necessity of cooperation of the various communities in this section, including San Francisco.

George C. Boardman, Vice-President of the San Francisco Chamber of Commerce, was present as a guest of the Redwood City people and gave assurance to those assembled that San Francisco stands ready to give every assistance to Redwood City that may be helpful. He pointed out that the prosperity of the surrounding communities makes for the prosperity of San Francisco; that San Francisco is naturally interested in securing the greatest advantages possible for the Peninsular section. Mr. Boardman stated that the San Francisco Chamber had already given much cooperation in the matter of the dirigible site and stood ready to back Redwood's claims in the matter.

Many other speakers gave opinions and addresses on this subject and other matters which will require attention from the citizens. A committee was appointed, headed by R. B. Myres, to prepare a proper celebration for soldiers and sailors "Welcome Home Day," on September 25th. It was also decided to appoint a membership committee to give consideration to the amount of dues which should be paid by members and also to secure new members.

Among those who also addressed the gathering were: L. P. Behrens, Frank J. Towne, M. C. Ryan all of Redwood City, F. H. Drake of San Carlos, and John MacBain, Chairman of the San Mateo County Board of Supervisors.

PLACEMENT BUREAU

DISCHARGED SOLDIERS AND SAILORS

237. Discharged soldier desires permanent position with manufacturing concern, 10 years experience in manufacturing shop methods, cost, estimates, price work and rate system. Can go anywhere in California or abroad.

238. General brokerage or import; discharged officer and university graduate desires to start at bottom. Age 25.

239. Position wanted in traffic department with an export and import company, willing to start at bottom and work up. Have had seven years experience in railroad traffic department.

240. Lieutenant just released from Noval Reserves, desires executive position with wholesale or shipping firm. Has had 15 years experience in salesmanship and office management. Has had two years foreign service.

241. Discharged machine gunnery instructor, British and American service, with technical experience in ship building line. Capable draughtsman. Wishes opportunity as salesman with any firm. Marine engineering or brokerage firm preferable.

242. Salesman thoroughly experienced, traveled on road four years, formerly merchant five years, can make good with any high-class line. Age 30, best references.

GENERAL APPLICATIONS

1452. Have handled from 10 to 14 salesmen in hardware, concern, by young man with buying and selling knowledge of general merchandise.

1453. Position wanted with Japanese import and export oil and rubber lines. High school and college education, was Government expert for the Standard Oil Co., for six years. Have been corporation salesman in and about city.

1454. Man with 18 years experience of electrical construction work, technically trained, desires executive position, preferably one which would enable him to make headquarters in Oakland or San Francisco. Finest references.

1455. Import and export position wanted, well acquainted in Scandinavian and other European countries, speaks and writes the languages, also familiar with banking and shipping.

1456—Export man, middle aged, native American, 5 years experience in the Orient and Siberia, expects to return there soon, wishes to give exclusive representation to one line or for two or more lines jointly. Competent.

1457. Spaniard, 27 years of age, with large banking and export experience thoroughly familiar with customs regulations of Mexico, Central and South America, wants position with first-class exporters.

1458. Thoroughly understands freight tariffs classification of freight western classification, paints, oils and glass stock, capable of taking full charge of shipping department, also capable of taking charge of a paint, oil and glass department or of a paint store.

1459. Department or sales manager thoroughly familiar with retail and jobbers Pacific Coast. Capable manager, correspondent with aggressive ideas and experienced ability with sales and men. Desires opening with first-class corporation, specialties preferred where opportunity to advance is policy. Age 24, married, a Mason and Christian Scientist.

1460. Want to represent a well established and responsible business firm in the Philippines. Experienced office manager and banker, 35 years of age and single.

SPECIAL NOTICES

A discharged Army officer wishes to connect with some firm as purchasing agent. Has purchased U. S. Army supplies for the Quartermaster Corps for three years.

CHANGES IN THE COST OF LIVING JULY, 1914—JULY, 1919

Advance Summary
Prepared by National Industrial Conference Board

The cost of living for American wage-earners was 71% higher in July, 1919, than at the outbreak of the world war in July, 1914, according to a preliminary statement issued today by the National Industrial Conference Board based on a careful survey of conditions the country over. This represents an advance of 6% since March, 1919, and of 12% since June, 1918. The increase of 71% to July, 1919, marks the highest point yet reached and compares with an increase of 61.3% to March, 1919; of 65.9% to November, 1918, and of 52.3% to June, 1918.

The total increase for the five-year period since the beginning of the war, in the average cost of each of the principal items entering into the family budget was:

All items	70.8%
Food	85%
Shelter	28%
Clothing	100%
Fuel, heat, and light	57%
Sundries	63%

Increase since last March were as follows:

All items	5.9%
Food	5.7%
Shelter	4.9%
Clothing	10.5%
Fuel, heat, and light	No change
Sundries	5%

In combining these separate items to obtain the increase in the budget as a whole, account has been taken of the fact that approximately 43% of the income of the average wage-earner's family is spent for food; 18% for shelter; 13% for clothing; 6% for fuel, heat, and light, and 20% for sundries. This distribution is based on studies of the expenditures of a large number of families made by the United States Bureau of Labor Statistics and other authoritative government and private agencies. The method of computing the change in the cost of living on the basis of the increases found for the separate items by the National Industrial Conference Board is shown below:

Budget items	Relative importance in family budget	Increase in cost between July, 1914, and July, 1919	Increase as related to total budget
All items	100.0%		70.8%
Food	43.1%	85%a	36.6%
Shelter	17.7%	28%	5.0%
Clothing	13.2%	100%	13.2%
Fuel, heat, and light	5.6%	57%	3.2%
Sundries	20.4%	63%	12.8%

Based on an increase of 84% up to June 15, 1919, as reported by the United States Bureau of Labor Statistics.

EASTERN FIRM DESIRES LOCAL REPRESENTATION IN STEEL PRODUCTS

The Chamber is in touch with an Eastern firm who desire to secure a representative in San Francisco to handle all classes of bolts, nuts (copper, brass, bronze, German silver, iron and steel) nails, boat spikes, tin plates and sheets.

MANN RETURNS TO CHICAGO

Seth Mann, Manager of the Traffic Bureau, who was excused from his duties with the Western Freight Traffic Committee, returned to Chicago on the 16th where he will resume his duties as a member of the above Committee. It is expected that Mr. Mann will return to the Traffic Bureau about October 1st, this year.

SAN FRANCISCO DISTRICT FREIGHT TRAFFIC COMMITTEE—DOCKETS

Docket 2020—(Hearing 10 A. M., September 2nd)—Pickles, in bulk, in barrels, in mixed carloads with canned fruit, vegetables and pickles in cans. Proposal to establish rate of $1.06½ per 100 lbs., minimum weight 40,000 lbs., and 90½ cents per 100 lbs., minimum weight 60,000 lbs.

Docket 2021—(Hearing 10:15 A. M., September 2nd)—Lumber and its products, carloads. Proposal to establish through commodity rates in lieu of present class and commodity rates, from San Francisco to Manteca, Central, Turlock, etc.

Docket 2024—(Hearing 11:30 A. M., September 2nd)—Canned peas, carloads. Proposal to reduce rate, Milpitas, Cal., to San Francisco, from 8 cents to 6½ per 100 lbs.

Docket 2027—(Hearing 2:45 P. M., September 2nd)—Rails and fastenings, second hand, carloads. Proposal to reduce rate, Blair Junction, Nevada, to San Francisco, from 94 cents to 75 cents per 100 lbs.

Docket 2032—(Hearing 10:15 A. M., September 3rd)—Flour, carloads. Proposal to reduce rates from San Francisco to Guaymas, Empalme and Mazatlan, Mexico.

Docket 2033—(Hearing 10:30 A. M., September 3rd)—Cement, carloads. Proposal to publish through rates from Cement, Cowell and Napa Junction based on rates effective June 24, 1918, plus one increase of 40 cents per ton, to points on the Pacific Coast Railway.

Docket 2035—(Hearing 11 A. M., September 3rd)—Beans, carloads. Proposal to increase rate Modesto to San Francisco, from 14 cents to 16½ cents per 100 lbs., 5th class minimum 36,000 lbs.

Docket 2037—(Hearing 11:30 A. M., September 3rd)—Refined oil, also wax tailings, carloads. Proposal to reduce rates from San Francisco to McIntyre and Sharp, Utah.

Docket 2043—(Hearing 3:15 P. M., September 3rd)—Junk, scrap tin, etc. Proposal to reduce rates from San Francisco, Oakland, etc., to Ajo, Arizona.

Docket 2045—(Hearing 3:45 P. M., September 3rd)—Cocoanut oil. Proposal to cancel rate of 62½ cents per 100 lbs., San Francisco to Mexico.

Docket 2047—(Hearing 10 A. M., September 4th)—Copra, carloads. Proposal to reduce rate, San Francisco to Mazatlan, Mexico, to 75 cents per 100 lbs., minimum 60,000 lbs.

Docket 2049—(Hearing 10:30 A. M., September 4th)—Green coffee, carloads. Proposal to reduce rate San Francisco to Fresno, from 39 cents to 31½ cents per 100 lbs.

Docket 2053—(Hearing 2:00 P. M., September 4th)—Brass ingots, carloads. Proposal to reduce rates San Francisco to Chicago and St. Louis to 94 cents per 100 lbs. minimum 50,000 lbs.

Docket 2064—(Hearing 10:30 A. M. September 10th)—Proposal for general adjustment of transcontinental rates from California terminals and intermediate rate points to points in West Virginia in italics on pages 61, 62 and 63 of Transcontinental Tariff 3-M.

Docket 2065—(Hearing 10:45 A. M., September 10th)—Proposal to reduce rates on crude salt in carload lots from Saltus, Cal. to San Francisco and Oakland, California.

Docket 2072—(Hearing 2:45 P. M., September 10th)—Proposal to reduce rate on refined oils and engine distillate from Fellows, Cal. to San Francisco, San Jose, etc.

CABLE CONDITIONS IN JAPAN EXPLAINED BY LOCAL CONSUL-GENERAL

In response to reports that business men of San Francisco were of the opinion that cablegrams addressed to American firms in the Orient were held up by Japanese interests, the following statement was made recently by Consul-General T. Ohta of Japan, located in San Francisco, and is printed for the information of our members:

"Concerning this matter the Japanese Consul-General in San Francisco received from the Director of the Bureau of Communications in Japan under date of July 19th the following official statement:

> 'Though the transmitting and receiving of cable messages between Japan and America has about reached normal condition on the Japanese line at the present time the messages for points beyond Guam carried by the Pacific Commercial Cable Company seem to be delayed from five to seven days because of congestion.

The Japanese Government cable service, in accordance with international cable regulations, gives the right of priority to all official messages which have the preferential tags attached to them. With this exception only, all other messages are transmitted in the order of their receipt. There is, therefore, absolutely no discrimination according to parties sending or receiving messages as reported by certain interested parties in San Francisco.

If further information concerning the reason for these delays is desired it may be easily obtained by referring to the San Francisco office of the Pacific Commercial Cable Company."

ELECTRICAL DISPLAY PLANNED FOR INDUSTRIES AND LAND SHOW

Eighty thousand incandescent lights are to twinkle in the California Industries and Land Show, which will take place October 4th to 19th at the Exposition Auditorium, San Francisco. The bulbs will range from the tiniest to the biggest and the illumination will surpass anything ever witnessed in California.

Tiny fairy lights will add their luster to the panorama, which will transform the Exposition Auditorium interior from one of classic outline and stately beauty, to that of a nook in a valley, looking out through fields and flowers and streams, over mountain tops and along the great highways.

In the major illumination the bigger lights will be used in all conceivable shapes and shades, adding the carnival spirit in the matter of light and color to the big ensemble of California scenery and displays.

But, the lights are not all. There will be thousands of feet of electric wiring for the illumination of the various exhibits with a great spectacular display by one of the electrical companies for the center opposite the door.

Dehydrated vegetables, on which the Government has put its official seal, will be shown in their transitions from the ripe and luscious to the dried product, and their return, through the use of water, to almost their former natural state.

Then, there will be a milk bar, milk products of all kinds, fruit of every variety, plant life, flowers, music, including the great Exposition Organ, played by Edwin Lemare; food products of every kind, county exhibits—all super-illustrations of the wealth and the products and the industries of California.

From the present forecast, it is estimated by Edward H. Brown, general manager, that more than a half million of people will witness the Land and Industries show. "It is the best selling argument California can present—a visualized picture of California, declares Brown.

BUSINESS WANTS

TRACTOR TRUCK—Mr. Theodore Gentsch, Symons Building, Spokane, Wash., desires to communicate with manufacturing establishments equipped to produce a four wheel drive tractor truck, which is claimed to have been built and thoroughly demonstrated.

CHEMICALS—The John F. Leinen Chemical Co., 76 New Montgomery Street, wishes to secure representatives in Nevada, Oregon and Washington to handle sale of its products.

ARIZONA AGENCY—L. H. Church, c/o Frank L. Doran, Miami, Ariz., would like to make arrangements to represent San Francisco manufacturers and jobbers in Arizona.

COLLARS AN DCUFFS—E. W. Marvin Company, Troy, N. Y. (manufacturers collars and cuffs) desires to secure a representative in San Francisco to handle the sale of their goods.

SHINGLES—Carolina Portland Cement Co., Charleston, S. C., is in the market for cedar and redwood shingles.

GROCERIES—Glenn Harmes, Sonora, Cal., is in the market for groceries through mail order.

POULTRY—W. R. Holly, Springer, New Mexico, is in the market for silver wyandotte poultry.

RUBBER SUPPLIES—Hayashida & Makita, 369 Pine Street, San Francisco, are in the market for machinery for manufacturing automobile and bicycle tires and for rubberizing cloth.

FISH—E. A. Day, Box 537, Ely, Nev., is in the market for fish in wholesale quantities.

OIL TANKS—R. L. Baekus, P. O. Box 835, Wichita Falls, Texas, is in the market for redwood oil tanks.

PORTABLE HOUSES—B. T. Whittier, 1908 Rose Street, Berkeley, Cal., is in the market for portable houses.

TOOTHPICK MACHINERY—J. G. C. Mei, Box 11, Stanford University, Cal., is in the market for machinery for manufacturing toothpicks.

DRIED PEACH PITS—California Growers' Association, 439 Douglas Building, Los Angeles, Cal., is in the market to dispose of two tons dried peach pits.

FERTILIZER—L. W. Burtch, Vale, Ore., desires to get in touch with manufacturers of fertilizer in this city.

AEROPLANES—Whittemore-Hamm Co. (airplane manufacturers), Boston, Mass., wishes to make arrangements with a San Francisco firm to handle the sale of their planes.

POST CARDS—Dodd Souvenir Co., E. 207 Mission Ave., Spokane, Wash., is in the market for post cards.

CANNED SALMON—Wilcken-Schenek Co., Empire Building, Seattle, Wash., desires to secure an account to sell canned salmon in that market.

OIL PUMPS—Dreyfus Bros. Box 188, San Mateo, Cal., is in the market for ⅜-inch iron geared pumps for oil.

OIL BROKERS—M. G. Neathery & Co., Vernon, Texas, are desirous of communicating with oil brokers in this city.

FLOUR—Mr. O. F. Mitchell, Box 404, Ogden, Utah, desires to secure a market for flour in carload lots.

STORE WANTED—Mr. Gordon E. Strause, Richmond, Va., is desirous of renting a store in the heart of the retail shopping center of the city.

PLANTS—Mr. Frank E. Miller, Altoona, Pa., 914 Howard Ave., wishes to purchase resurrection plants in large lots.

CURIOS—Mr. W. C. Northway, Cass Lake, Cass County, Minn., is in the market for California and Japanese and Chinese curios.

CANNED GOODS—Mr. George J. Salem, Hotel Powhattan, Washington, D. C., wishes to get in touch with dealers in canned fruits and vegetables willing to do export business.

CUCUMBERS—Mr. L. A. Frey, 1804 "A" Street, Eureka, Cal., wishes to communicate with fruit and vegetable dealers with a view to buying a large quantity of cucumbers for pickling purposes.

PORTABLE HOUSES—Mrs. C. Henry, 259 Andover St., San Francisco, wishes to communicate with manufacturers and dealers in portable houses.

LEAD PENCIL WOOD—Associated Manufacturers Importing Company are in the market for lead pencil wood.

FLOOR SWEEPING COMPOUNDS—C. M. Cottan, 206 Temple Building, St. Louis, Mo., desires to communicate with manufacturers of floor sweeping compounds.

SHEEP FERTILIZER—The John F. Leinen Chemical Co., 76 New Montgomery Street, wishes to dispose of 40,000 tons of sheep fertilizer.

GOVERNMENT BIDS
PROPOSALS

Proposals will be received at Zone General Supply Depot Surplus Property Division, Fort Mason, for the sale of Government-owned lanterns, 35,000 carpenter pencils and camp kettles.

Proposals will be received at Zone General Supply Depot, Surplus Property Division, Fort Mason, for the sale of Government-owned cord wood, non-absorbent cotton, steel grinders, candles and ammonia chloride.

BIDS

Bids will be opened by the Zone Supply Officer at Fort Mason on August 26th for subsistence supplies including canned potatoes, apple butter, lima beans, lobster, jelly, sauerkraut, tomato catsup, turnips, veal loaf, boneless chicken, caviar, cereals, coffee, honey, ginger ale, starch, olive oil, toilet water and lotion cream. Details and specifications are on file in the Exchange Hall of the Chamber of Commerce.

Bids will be opened at U. S. Army Engineer's Office, 405 Custom House, San Francisco, on September 3rd, for rubber dredge sleeves for U. S. suction dredges.

Bids will be opened by the Zone Supply Officer at Fort Mason on August 28th for bituminous coal, floor oil, hasps, nozzles, ladders, pencils and wrapping paper.

Details and specifications are on file in the Exchange Hall of the Chamber of Commerce.

LOCAL IMPROVEMENT ASSOCIATIONS BACK CLEAN-UP CAMPAIGN

San Francisco is preparing in its usual vigorous fashion to welcome our great Fleet on its arrival. The Fleet Committee is calling upon business houses to decorate their establishments in suitable manner and it is expected to have a wonderful display for the visitors.

The Chamber has just been advised by a representative of Exposition-Golden Gate Valley Improvement Club of a city-wide movement to urge every house holder to improve the appearance of the district in which he or she may live. With the slogan "Company is Coming," rapid strides are being made in this direction.

Not only is this applicable to the Fleet Celebration and the attendant influx of visitors, but it is intended to make "cleaning-up" a permanent campaign as it is pointed out that the city is a perpetual host and no effort should be spared to make the guests of our city feel that an individual welcome is extended to each. Nothing will so deeply impress visitors as a proper effort to make a favorable appearance in their eyes.

Knight-Counihan Printing Co.

SAN FRANCISCO
CHAMBER OF COMMERCE ACTIVITIES

Volume 6 | The Commercial, Financial, Industrial and Governmental Metropolis of the Pacific Coast | Number 35

Every Thursday ——August 28, 1919

Return of Railroads to Private Ownership

For the information of our members, the following statement of the position of the San Francisco Chamber of Commerce on the principles of remedial legislation essential in the return of the railroads to private ownership will be of interest. There follows a short sketch of the situation at the present time.

In January of this year, the Board of Directors of the Chamber made a statement of its position on the question of government operation of railroads. This position favored the return of the railroads to private ownership under government regulation, so extended in some respects and modified in others as to guard against the evils of unrestricted competition and financial exploitation and to bring about a wholesome competition in service under Federal supervision and regulation.

This statement expresses the conviction that the transportation systems of the country could render the best service to the people through private operation with proper and adequate government regulation.

Since that time, it was announced as the Administration policy that the roads would be returned to their owners under some plan to be worked out by the end of 1919.

The Chamber of Commerce at the same time adopted in principle what is known as the "Railway Executives' plan," the fundamental principle of which was the granting of such rates to roads which would enable them to give adequate service and to attract popular investment. This plan advocated exclusive Federal regulation, leaving to the states matters of purely local interest. This plan also advocated a Federal Department of Transportation, charged with the duty of determining the financial needs of the carriers, which body was to make determination of adequacy and certify its findings to the Interstate Commerce Commission whose duty would be to establish rates.

The United States Chamber of Commerce called a transportation conference in Washington, which was attended by upwards of twenty-five groups, including labor, which conference threshed out the various plans proposed. Some fourteen of these plans have been given serious consideration. They include those proposed by:

The Railroad Committee of the Chamber of Commerce of the United States.
The Railroad Administration.
Director-General Walker D. Hines.
The Interstate Commerce Commission.
The State Commissions.
The Railway Executives.
The Owners of Railroad Securities.
The Investors' Protective Association.
The Railway Business Association.
The National Industrial Traffic League.
The Associated Industries of Massachusetts.
Paul M. Warburg.
Glenn E. Plumb.
Victor Morawetz.

An analysis of these plans shows varying positions on the following points:

1. Ownership and operation.
2. Five-year extension.
3. Competition and consolidation.
4. Federal control of corporations.
5. Regulation of securities.
6. Federal and state regulation.
7. Adequate revenues.
8. Wages and working conditions.
9. Federal agencies of regulation.

The Chamber has on file information as to these various points, which is available to the membership.

(Continued on next page)

In June of 1919, the United States Chamber of Commerce, following the recommendations of its Railroad Committee put out a referendum to the chambers of commerce throughout the United States, making ten specific recommendations.

These recommendations were all carried with the exception of the one which provided a guaranteed minimum return with the excess to be applied to the strengthening of railroad credit and the increasing of general railroad efficiency.

The adoption of the other recommendations has been crystalized into a program of railroad legislation adopted by the United States Chamber of Commerce, which program is now presented to the chambers of commerce which have voted for the various items in order that action may be taken to bring influence upon Congress to bring about the enactment of legislation embodying these principles. The United States Chamber of Commerce program follows:

Corporate Ownership and Operation

Adherence to the policy of corporate ownership and operation of the railroads under a comprehensive system of government regulation.

Prompt Return of Roads to Owners

Return of the railroads to their owners as soon as remedial legislation can be enacted and no extension of the period of government operation unless and until Congress shall have found it impossible to enact the required legislation within the period possible under the Railroad Control Act.

Consolidation In Strong Competing Systems

Permission for the railroads, in the public interest, when so declared and as approved by public authority, to consolidate to such extent and in such manner as may be necessary to enable the existing railroads to unite in a limited number of strong competing systems, so located that each of the principal traffic centers of the country shall, if possible, be served by more than one system.

Corporations To Be Subject to the United States

That railroad companies engaging in interstate commerce be required to change from state to federal corporations, with suitable provisions in the act of Congress providing therefor that the several states shall retain the power of taxation and police regulation of the railroad properties.

Federal Regulation of Capital Expenditures and Securities Issues

That the Interstate Commerce Commission, or such federal agency as may be designated by Congress, be authorized to pass upon the public necessity for expenditures of capital (in excess of a stipulated amount) by carriers engaged in interstate commerce, and to determine the amount and to regulate the other conditions of the issuance of securities to obtain the funds required to cover authorized capital expenditures; that a railroad applying to the federal agency for authority to make capital expenditures, or to issue securities, be required to file with the proper authorities of the states in which the railroad is located, copies of the original petition; and that the federal agency be required to notify the state authorities of the hearings upon the petition, in order that they may advise the federal agency as to actions they favor.

Federal Regulation of Intrastate Rates Affecting Interstate Commerce

That the Interstate Commerce Commission be given authority by statute to regulate intra-state rates, when those rates affect interstate commerce.

Ratemaking By Interstate Commerce Commission

Enactment of a statutory rule providing that railroad rates and fares authorized by the Interstate Commerce Commission shall be designed to yield the railroad companies, in each of the traffic sections that shall be designated by the Commission, aggregate revenues which will provide (after allotment has been made for renewals and depreciation) such net return upon a fair value (determined by public authority) of the property devoted to the public use as will be sufficient in amount to enable the carriers to obtain at reasonable cost the capital required to furnish the public with adequate facilities and efficient and economical service.

Creation of Federal Transportation Board

Creation of a Federal Transportation Board whose general duty it shall be to promote the development of a national system of rail, water and highway transportation, and thus to make possible the articulation and economical use of all the facilities, including tracks, terminals and transfer facilities, of steam and electric roads, waterways, and hard-surface highways.

Various members of the San Francisco Chamber of Commerce have signed a memorial issued by the Committee of Railroad Security Holders, calling upon Congress to adopt legislation insuring a return of six per cent to the holders of railroad securities. This memorial also favorably recommends to the consideration of Congress the Warfield Plan. This plan provides that the excess above six per cent should be divided equally between the employees, the government and the betterment of the roads.

It will be seen at once that this plan conflicts with the plan adopted by the Chamber of Commerce of the United States and the fundamental principles endorsed by the San Francisco Chamber of Commerce. A considerable effort has been made by the San Francisco Chamber to bring about a harmonization between the various groups who stand for sound remedial legislation, which will protect the investments and insure, under proper governmental regulation, the greatest service to the public.

It is hoped that there will be a united front against radical and destructive plans.

The Chamber is following closely the developments of this whole situation and is undertaking to express itself upon the principles involved, and to make its contribution toward the adoption of wise and sound fundamental legislation in the return of the railroads to their owners.

RESTORATION OF PANAMA CANAL SERVICE

The Traffic Bureau is informed that commencing October 15th the Pacific Mail Steamship Company will inaugurate a weekly service between San Francisco and the Atlantic Coast via the Panama Canal. This will be primarily a triangular service for traffic moving from San Francisco and Atlantic ports to the western coast of the Southern Americas and to Cuba, but the steamship company will allot space for approximately one thousand tons of freight between San Francisco and the Atlantic ports.

CHARITIES ENDORSEMENT COMMITTEE

REHABILITATION OF THE RETURNED SOLDIER

The Charities Endorsement Committee is in receipt of many inquiries relative to the care and treatment of returned disabled soldiers.

The following information is official, and is gathered from the two governmental agencies, responsible for the care and rehabilitation of wounded and disabled men.

Letterman General Hospital at the Presidio, is one of the great rehabilitation hospitals, under the Surgeon-General and the Medical Department of the United States Army.

The following outline of the activities at Letterman Hospital, is supplied by a member of the staff:

"Just what Letterman Hospital is doing for the soldiers from 'over there' is not understood, to any great extent, by most laymen.

The close relationship Letterman bears to the civilian population of San Francisco is not often brought to the fore. Most civilians think of our Government, in a vague sort of way, as a machine and not as a tremendous organization.

The Medical Department of the United States Army is now charged with the care of every boy who returns from overseas sick or wounded; it is responsible for bringing back the boys to health, re-educating them, and reconstructing them in every scientific way known to man today.

Letterman, with a most efficient group of men on its surgical and medical staff, is doing excellent work. As a reconstruction hospital, it is buzzing with industry. Besides the business course, there is the school of mechanics, the school of electrical engineering, and in the Curative Workshop, the men are being taught almost every kind of trade there is to learn.

For those who have been more seriously wounded, there are the bedside courses to be taught: reading, writing, spelling, arithmetic, English, French, Spanish, business English, bookkeeping, etc.

Those who are too ill to exert themselves have also much to do: basket weaving, rug weaving, the making of bead chains, bead bags, etc. They soon forget their pains and become so interested and do such excellent work that it is surprising to see the number of useful articles that they are able to make.

The Division of Physical Reconstruction at Washington, D. C., is collecting the best models that have been made at the different Reconstruction Hospitals in America, which are to be exhibited in the near future, at a world's exhibition, in Rome.

These soldiers, when they go back to civil life, are going to make good. San Francisco will be proud of them. America will be proud of them. But we need the encouragement and cooperation of San Francisco."

FEDERAL BOARD FOR VOCATIONAL EDUCATION

Supplementing the work of the hospital, the Federal Board for Vocational Education, Division of Rehabilitation, follows the disabled man from the hospital into civil life, as set forth in the following:

Rehabilitation Act Amended. The Vocational Rehabilitation Act, modified by the amendment of July 11, 1919, charges the Federal Board for Vocational Education with the responsibility of advising, training, and placing in suitable employment only those who *cannot return successfully* to civil employment on account of disability sustained in or traceable to service in the Army, Navy or Marine Corps.

Support During Training. The Act also provides that the Federal Board pay the costs of education for each person granted training, and it may in addition allow a monthly sum necessary for his maintenance and support, and for the maintenance and support of persons dependent upon him. Payments will be according to the following schedule. The amounts of monthly maintenance as shown below are due on the Pacific Coast between the 5th and 10th of each month and are *applicable alike to officers and enlisted men.*

Man with no dependents receives $80.00.

Note.—To men totally blinded, bedridden, or with both arms or both legs lost from service, this amount is increased to $100 by addition of $20 from the Bureau of War Risk. All other payments from the Bureau of War Risk Insurance are suspended during the period of training.

	Man with wife and having			Man with no wife and having		
and Children	No Dep. Parent	1 Dep. Parent	2 Dep. Parents	No Dep. Parent	1 Dep. Parent	2 Dep. Parents
none	$115.00	$125.00	$135.00	$ 80.00	$110.00	$120.00
1	125.00	135.00	145.00	105.00	115.00	125.00
2	132.50	142.50	150.00	112.50	122.50	132.50
3	137.50	147.50	150.00	120.00	130.00	140.00
4	142.50	150.00	150.00	130.00	140.00	150.00
5	147.50	150.00	150.00	135.00	145.00	150.00
6	150.00	150.00	150.00	140.00	150.00	150.00
7	150.00	150.00	150.00	145.00	150.00	150.00
8	150.00	150.00	150.00	150.00	150.00	150.00

The amounts specified in the foregoing table will be reduced by any amounts of pay that may be received as wages while training "on the job."

The amendment effective July 11, 1919, enables the Board to issue from Washington at the close of each calendar month at least $80 of the amounts specified in the table as due men who are reported in writing at Washington by the 25th of the month as in training. This reporting requires careful cooperation of the training institution.

Prompt further action in securing and delivering in Washington affidavits of dependency, if any, will expedite the payment of the balance of the sum listed in the table as due.

Assistance in Securing a Position. The Federal Board will also see that the disabled man gets started again in a suitable occupation after his training is completed. Under the direction of the Placement Department, employers, labor organizations, and other cooperating agencies are united in an effort to give the trained disabled man a fair chance to reestablish himself.

In this connection attention is directed to the fact that the Employers' Liability Act provides that the liabiltiy of the employer is *not increased* by the employment of disabled service men.

Offices of the Federal Board. Each soldier, sailor and marine who has a vocational disability and wishes to take advantage of the government's offer to retrain him is urged to communicate with, or visit the office of the Federal Board for Vocational Education, Rehabilitation Division, District No. 12, at 997 Monadnock Building, San Francisco, or the branch office at 625 Merchants' Trust Building, Los Angeles.

ACCOUNTING FIRM CHANGES LOCATION

Klink, Bean & Co., Public Accountants, have advised the Chamber of their removal from the Kohl Building, where they have been located for 14 years, to the Oceanic Building, 2 Pine Street.

San Francisco Chamber of Commerce Activities

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For What You Want to Know —— Call KEARNY 112

CONFERENCE BOARD LOOKS FOR ECONOMIC EDUCATION

The National Industrial Conference Board, whose research work is recognized nationally as most scientific and authentic, has issued the following statement with regard to industrial situation:

"The clear recognition by the Railroad Brotherhoods that further increases of wages would result in another advance in the prices of necessities, shows that the American people have benefited from the processes of economic education effected by the conspicuous facts of the past few years.

General education in economic essentials, however, is still the big need of the day. One of the greatest parliamentary leaders of Europe is reported recently to have said that 'there is nothing in the so-called economic laws.'

Such words give the impression of catering to a class, and show that the hope of the world lies, not in governmental leadership, but in the economic education of the people.

With the next few months many of our State legislatures will reassemble, and it is natural to expect that many unwise and economically unsound projects will be proposed.

For its own protection against such measures, the public has a right to look to the leadership of men of business training and wide experience."

SAN FRANCISCO GETS BUSY

"San Francisco always does things in a big way, and the Chamber of Commerce of that city is already preparing for the Seventh National Foreign Trade Convention to be held there, May 12 to 15, 1920. One of its undertakings, with the cooperation of the Pacific Mail Steamship Company, is to have in service a special steamer from Calcutta to San Francisco, and another from Valparaiso to San Francisco, stopping at the principal ports to pick up delegates to the San Francisco convention."

From "Chicago Commerce" published weekly by the Chicago Association of Commerce.

MERCHANTS ARE URGED TO USE SLOGAN

In view of the great importance to San Francisco of the Seventh National Foreign Trade Convention to be held in this city May 12-15, 1920, no effort should be spared to attract a large and representative gathering. Merchants can materially assist in this movement if they will have printed in red ink on the letter heads the slogan:

San Francisco invites you to attend the Seventh National Foreign Trade Convention, May 12-15, 1920.

FOREIGN TRADE OPPORTUNITIES

3274. Yokohama, Japan. Manufacturer of silk fancy goods such as silk embroidered kimonas, quilted gowns, mandarin coats, wrappers, underwear, celluloid articles, curios, etc., desires to get in touch with interested importers.

3275. Prague, Austria. Party desires to communicate with firms desiring a representative for the Czecho-slovaccian Republic.

3276. Ernakulam, S. India. Import and export firm desires to get in touch with merchants desiring connections in India.

3277. Valparaiso, Chile. Firm desires to represent manufacturers on a commission basis in the Republic of Chile, Peru and Bolivia.

3278. Guayaquil, Ecuador. Party engaged in confectionery business wishes to get in touch with exporters in these articles and their side lines. Correspondence desired in Spanish.

3279. Guayaquil, Ecuador. Firm desires to get in touch with manufacturers of lard and petroleum products, also with firms desiring to extend their commerce with that city.

3280. Bucharest, Roumania. Firm desires to get in touch with exporters of Colonial goods and foodstuffs, automobiles, iron and steel, steel wire, leather, paper products, drugs, textiles, clothes, drapery, socks and stockings, shoes of all kinds, hats, bags an canvas.

3281. La Cruz, Sinaloa, Mexico. Brokerage firm wishes to buy second hand steam pumps and boilers. Wishes list of stock on hand and prices.

3282. Vancouver, B. C. Party desires to get in touch with commission houses who would take agency to sell smoked and cured fish, smoked red herring, kippers and bloaters, and boneless smoked herring.

3283. Christiania, Norway. Established firm wishes to come in direct connection with manufacturers and exporters of building materials and sanitary outfittings. Desires C. I. F. quotations. Details on file this office.

3284. Osaka, Japan. Japanese exporters desire to communicate with importers of peas, beans, chillies, isinglass, vegetable-wax, camphor, fish and vegetable oils, etc.

3285. Tokio, Japan. Firm importing tobacco and cigarettes wishes to get in touch with local exporters. Desires samples and C. I. F. prices.

3286. Wellington, New Zealand. Firm desires to get in touch with manufacturers of fancy goods, toilet preparations, Jewelry and souvenir goods suitable for tourist trade.

RUSSIAN TRADE OPPORTUNITY

Vladivostock, Russia. Established import and export firm, with branch offices in New York and San Francisco have added a large display room for exhibit of United States products, at Vladivostock and desire samples and prices on all kinds of merchandise, and will handle same on brokerage basis or buy outright, and put producers in touch with character of goods now mostly in demand.

DUN'S REVIEW

The crop now being harvested continues to fulfill the expectations formed early in the season, canners are working to their utmost capacity, and while prices are very high, the pack is being taken as fast as it can be labeled and boxed, the export demand continuing to absorb all surplus offered and some reliable brokers produce substantial orders they are unable to fill. Good sized orders for wine grapes have been received, from foreigners, who wish to press their family requirements, but the disposition of the large grape surplus is nevertheless a problem, but every branch of farming is in good shape. Manufacturers of candy report that the anticipated demand following prohibition is apparently materializing and small factories particularly are active. Sugar refiners are working in the new crop with a good demand, at profitable prices. Lubricating and other oil products are in large export demand, and gasoline is also being shipped in very large amounts at present. School children's requirements are the big feature in city retail trade, business generally being reported good and collections very satisfactory. In spite of much complaint against high prices, retailers say merchandise is moving well, and a good demand seemingly exists for furs, jewelry and similar lines. Staple dry goods are selling well for export and domestic trade continues very satisfactory. Wholesale grocers report an average week, with good collections. In some quarters hesitation is felt about stocking heavily, on account of price agitation, and many retailers are buying from hand to mouth. In the automobile trade scarcity of cars continues, with many sales booked ahead. A very good demand continues for tires and accessories. Real estate market is active, good sales being reported and some good building contracts were let, with desirable downtown stores hard to lease, though there are plenty of vacant stores in the outskirts. Rents are being increased in many instances. Money demand is good, with rates well maintained.

FARMERS URGED TO PLANT MORE AND BETTER WHEAT

The South Pacific Millers' Association organized sometime ago to advance the interests of, and stabilize conditions in the growing of all milling products, is at the present time endeavoring to impress upon grain growers of California the necessity of planting more and better wheat.

Mr. S. B. McNear, Vice-President of the Sperry Flour Co., recently communicated his views on this subject to the Millers' Association, stating if all milling men would get behind this movement, preaching the gospel of more wheat, and wheat of an improved quality, that it would be only a short time until California production would be put on a par with the mill consumption.

It was pointed out that varieties of wheat of high yield and milling qualities, thoroughly adapted to California conditions have been developed.

Mr. McNear stated that the thoughtless are inclined to jump at the conclusion that next years' wheat, without a government guaranteed price, will sell at much lower prices and that it was necessary to offset this idea.

BALED NEWSPAPERS

Local concern advises Chamber that it desires to get in touch with reliable parties, who can supply hydraulically baled newspapers for export.

LAND SHOW PLANS TO BE DISCUSSED

Professor Elwood Mead of the University of California will be the principal speaker at the luncheon at the Palace Hotel, Thursday, September 4th, given by the Home Industry League in honor of the Advisory Committee of the California Industries and Land Show.

This luncheon is the first after the two month's vacation of the League and will mark the beginning of a season of unusual activity for the Home Industry League.

The program will be devoted to California, its land and industries, and the subjects will be expounded by Professor Elwood Mead and Edward H. Brown, general manager of the California Industries and Land Show, which is to take place October 4th to 19th, at the Exposition Auditorium, and is one of the visualized expressions of the Home Industry League and its efforts for upbuilding the State of California, both in land and in industries.

Baldwin Vale, President of the Home Industry League, will preside.

JAPANESE TAUGHT AT UNIVERSITY OF CALIFORNIA

The Extension Division of the University of California, at Berkeley, advises that a course in the Japanese language will begin on September 4th, under the direction of capable Japanese instructors.

The value of learning the language of a country with which we expect to do a large business cannot be over-estimated, and there is no doubt that persons wishing to fit themselves for the occupancy of good positions in the Orient, Siberia, etc., should endeavor to get a basic understanding of the language of the country to which they desire to go.

SACRAMENTO INTERESTED IN SHIPPING ACTIVITIES

TheChamber has been advised by the General Secretary, of the Consolidated Chamber of Commerce of Sacramento, that a resolution was adopted at a recent meeting of its Board of Directors, commending the San Francisco Chamber of Commerce, upon its efforts to secure immediate shipping facilities for this state. The fullest cooperation is offered by the Sacramento organization to the plans of the local Chamber.

CABLE SITUATION IMPROVING

The Foreign Trade Department is advised by Superintendent Richards of the Commercial Pacific Cable Company that conditions to the Far East are rapidly improving. The delay on outgoing business is now sixty-five hours and on incoming two hundred and fifty hours. The Mediterranean cable has been repaired and this will materially relieve the situation on this Coast. It is hoped that within a few days the outgoing situation will be very nearly normal.

RETAIL FURNITURE ASSOCIATION APPRECIATES TALK OF CHAMBER'S MANAGER

At a recent meeting of the Retail Furniture Association of California, held at the Furniture Exchange Building, this city, Robert Newton Lynch, Vice-President and Manager, of the Chamber, gave an address which greatly appealed to those assembled. Several letters of appreciation have been received from the officers and members of the Association for the message brought to them by Mr. Lynch.

What Taxes and Fees Foreign Corporations Must Pay and What They Must Do in California

WRIGHT & WRIGHT & STETSON
ATTORNEYS AND COUNSELORS AT LAW
1019 MILLS BUILDING, SAN FRANCISCO
CABLE ADDRESS "LEXO"

GEO. T. STETSON
ALLEN G. WRIGHT
HARRY N. STETSON

San Francisco, August 20, 1919

L. M. King, Esq.,
Sec. San Francisco Chamber of Commerce,
Merchants Exchange Bldg., City

Dear Sir:

In replying to your communication of July 28, 1919, asking whether Eastern factories are subject to local and state corporation taxes if listed in a San Francisco telephone book and represented here by a local factory agent, I submit the following report concerning the questions there raised and I am treating the whole subject of foreign corporations and their obligations at the same time broadly so that this report may serve as a guide to all foreign corporations doing commercial business here. Foreign corporations are those organized under the laws of other states or foreign countries.

LOCAL TAXES

Local taxes, that is taxes assessed and levied by political subdivisions of the state such as counties or cities, take the form of taxes on property or license taxes on the privilege of doing business in the community concerned.

(a) *Taxes on Property*:

The taxes levied on property of an Eastern corporation could affect the property only which was physically present in the community taxing it on the day when the taxes in question became a lien. These taxes are levied on the property as such quite irrespective of any question whether the foreign corporation, which may own the property, is or is not doing business in California. The listing of foreign corporations in a local telephone directory would have no legal effect, therefore, on the right of the local community to levy taxes on their property within its confines, which would exist whether the corporation is so listed or not. So, too, whether the foreign corporation maintains an office in San Francisco or not the real question is whether the foreign corporation has any property physically present in California. If the foreign corporation maintains no stock of goods in this state but sells and delivers from its factories located outside the state on orders only, the goods so coming into this state while in course of delivery to the buyers would not be liable to local taxes because still the subject of interstate commerce. If the goods were shipped to a local agent or representative for sale by him here, the goods in the possession of such local agent in this state would be subject to such local taxes because these goods would then have become part of the mass of goods within the state and the subects of intrastate commerce. Low vs. Austin, 1 Cal. Unrep. Cases 638. American Steel & Wire Co. vs. Speed, 192 U. S. 520; 24 Sup. Ct. Rep. 365. Goods, however, imported from a foreign country while awaiting sale in their original packages cannot be locally taxed. Brown vs. Maryland, 12 Wheat (U. S.) 419, May vs. New Orleans, 178 U. S. 501, 20 Sup. Ct. Rep. 976.

(b) *License Taxes*:

These taxes are in the nature of occupation taxes. By Section 3366 of the Political Code as amended in 1917, it is provided that "Boards of Supervisors of the counties of the state and the legislative bodies of the incorporated cities and towns therein shall in the exercise of their police powers and not otherwise, have power to license all and every kind of business not prohibited by law and transacted and carried on within the limits of their respective jurisdictions * * * and fix the rates of license taxes upon the same," etc., with certain exceptions in favor of discharged soldiers and sailors, etc., and other exceptions not pertinent to the instant case. In describing the powers of Boards of Supervisors of counties, similar licensing authority is conferred upon them by the provisions of Subdivision 25 of Section 4041 of the Political Code. Where a county or city is governed by a freeholders charter the provisions of the charter would control this licensing power. Ex parte Braun, 141 Cal. 204. San Francisco is a consolidated city and county government controlled by a freeholders charter. In that city's charter the power to license conferred upon a board of supervisors by Subdivision 15, Section 1, Chap. 2, Article II is in the following words, "To impose license taxes and to provide for the collection thereof; but no license taxes shall be imposed upon any person who at any fixed place of business in the City and County sells or manufactures goods, wares or merchandise," with certain exceptions not pertinent to the instant case.

In San Francisco, therefore, so long as a fixed place of business is maintained there would be no local license tax to pay. In other counties or cities of the state the question would be determined by local conditions. In 1872 the Legislature had provided by Section 3382 of the Political Code for certain license taxes to be paid to counties by those persons who at fixed places of business in the county sold their goods, wares and merchandise. This section was based on the earlier law of 1861 (Stats. 1861, p. 444 as amended Stats. 1863 p. 122). The Supreme Court, however, held in the cases of People vs. Martin, 60 Cal. 153, and Ex Parte Campbell, 74 Cal. 20, that since the adoption of the present State Constitution of 1879 this section of the Political Code was unconstitutional and null and void, so that at the present time, outside of San Francisco, the power of local license taxation is governed by local conditions. How that question should be answered for localities beyond San Francisco is not attempted treatment in this report. Such local license taxes cannot be imposed on transactions that amount to interstate commerce. Caldwell vs. North Carolina, 187 U. S. 622; 23 Sup. Ct. Rep. 229, McCall vs. California, 136 U. S. 104; 10 Sup. Ct. Rep. 881, Crutcher vs. Kentucky, 141 U. S. 47; 11 Sup. Ct. Rep. 851.

STATE TAXES

(a) *Corporation License Taxes*:

By the Act of 1917 (Stats. 1917 p. 371, which is really a substitution for the earlier law of 1915, Stats. 1915 p. 422) all corporations doing an intrastate business in California, whether domestic or foreign corporations, must comply with the provisions of that law which requires, among other things, the payment of an annual corporation license tax whose amount is measured by the authorized capital stock of the corporation concerned. A similar and earlier law (Stats. 1905 p. 493) had been declared unconstitutional by the Supreme Court in Mulford Co. vs. Curry, 163 Cal. 276, but later on the authority of Baltic Mining Co. vs. Massachusetts, 231 U. S. 68, the law was upheld as a valid law in Albert Pick & Co. vs. Jordan, 169 Cal. 1. The Act of 1905 was repealed (Stats. 1913 p. 680) so that the law of 1917 is the one now in force.

The present law of 1917 (Stats. 1917 p. 371) is known as the Corporation License Act. By Section 3 of this Act it is provided that every corporation, with certain exceptions not of present interest, "now doing intrastate business within this state or which shall hereafter engage in intrastate business within this state shall procure annually from the Secretary of State a license authorizing the transaction of such business in this state and pay therefor the license fee prescribed herein." These fees are graduated according to the authorized capital stock of the corporation concerned, ranging from $10 to $1,000 per annum. The term "intrastate business" is used in distinction to "interstate business." The distinction has already been indicated above in discussing "Local Taxes" under Subdivision "a" of this report, and will be referred to again hereafter. The Corporation License Act (Section 1) also requires foreign corporations doing an interstate or intrastate business in this state or maintaining an office herein to file certified copies of their Articles of Incorporation or Charter with the Secretary of State and to pay $75.00 as an entrance fee therefor. A legislative distinction is thus drawn between "doing business" whether interstate or intrastate, and "maintaining an office." It is clear that a foreign corporation that only does an interstate business in California, even though maintaining an office here, is not required to take out an annual license or to pay the annual corporation license fees. For this reason the mere listing of a foreign corporation in a local telephone directory in itself would not require the payment of the annual corporation license fees by that particular foreign corporation concerned. The real test is whether the foreign corporation is doing an interstate or intrastate business. It is only in the latter case that the annual corporation license fees must be paid. Where a foreign corporation is represented here by a local agent who has no authority to make sales himself and who only solicits orders for goods which are outside of this state and are shipped here direct to the local purchaser by the foreign corporation, the transaction is clearly interstate business. The state could not tax the business of such an agent if that were his only business because such tax would be imposing a burden on interstate commerce. Stockard vs. Morgan, 185 U. S. 34; 22 Sup. Ct. Rep. 576. Robbins vs. Shelby County Taxing District, 120 U. S. 489; 7 Sup. Ct. Rep. 592. And for the same reason the state could not demand annual corporation license fees from the foreign corporations whose only business in this state was of that character, (Norfolk & W. R. Co. vs. Sims, 191 U. S. 441; 24 Sup. Ct. Rep. 151. Western Oil Refining Co. vs. Lipscomb, 244 U. S. 346; 37 Sup. Ct. Rep. 623) and that is why the California Statute of 1917 only exacts such license fees from foreign corporations which are doing here an intrastate business. But if the goods of the foreign corporation are first brought into the state and sold after arrival here the business is intrastate or domestic business and in such cases an annual corporation license fee must be paid. Singer Sewing Machine Co. vs. Brockell, 233 U. S. 304; 34 Sup. Ct. Rep. 493. Kehrer vs. Stewart, 197 U. S. 60; 25 Sup. Ct. Rep. 403. Emert vs. Missouri, 156 U. S. 296; 15 Sup. Ct. Rep. 367.

But while the annual corporation license tax is only required of corporations doing an intrastate business, the law of 1917 demands that foreign corporations doing an interstate or intrastate business in California or maintaining an office here file with the Secretary of State a certified copy of their charter or Articles of Incorporation, and pay therefor the initial fee of $75, and appoint an agent upon whom process may be served.

An office maintained by an agent or broker that is leased and paid for by him for his own convenience is obviously not maintained by the foreign corporation whom he represents. International Text Book Co. vs. Pigg, 217 U. S. 91, 30 Sup. Ct. Rep. 481. The question of who maintains the office becomes therefore a simple question of fact. The mere listing of a foreign corporation in a local telephone directory, especially where the foreign corporation made no payment for the service, would not establish that the corporation was maintaining an office here. Nor would the mere painting of the name of the foreign corporation on the door of the rooms leased by the local agent for his own convenience and at his own expense amount to the maintenance of an office here by the foreign corporation. Goepfert vs. Compagnie Generale Transatlantique, 156 Fed. 196, 199. The office, to become the office of the foreign corporation, should be supported by it or used by it for its own purposes or convenience. But where the foreign corporation does maintain an office in this state it should register here and pay the $75 entrance fee which is only paid once upon registration. Such a requirement imposed upon foreign corporations maintaining offices here is a valid obligation. Pembina Consol. Silver Mining & Mill Co. vs. Pennsylvania, 125 U. S. 181; 8 Sup. Ct. Rep. 737. And if the corporation maintains an office here and does there a substantial part of its business it will be regarded by the California courts as doing an intrastate business in California and obliged to register here and liable to pay the annual corporation license taxes, provided its business is not interstate in character though its actual operative property is located entirely in another state. Bullfrog Goldfield R. R. Co. vs. Jordan, 174 Cal. 342. And of course a foreign corporation doing an intrastate business in California must register here.

The act of registration includes the filing with the Secretary of State of (1) a certified copy of the charter or Articles of Incorporation of the foreign corporation; (2) any amendment or changes in this charter or Articles of Incorporation; (3) affidavit of President or Secretary of foreign corporation showing the amount of its authorized capital stock on the first day of January immediately preceding; (4) designation in writing of some resident of California upon whom process may be served intended for the foreign corporation. In addition, copies of the charter or Articles of Incorporation filed with the Secretary of State must be filed with the County Clerk of that county in the state where the foreign corporation locates its principal place of business in California, and with the County Clerk of every county where it may own real estate. (Stats. 1917 p. 371, Section 1).

But the Act of 1917 also provides that a foreign corporation doing an interstate business in California must register here. If the corporation is maintaining an office here or doing an intrastate as well as an interstate business here the requirement of registration is valid. But if the foreign corporation maintains no office here, does no intrastate business here, and if its only business here is of interstate character the question is a different one. It becomes important to inquire further into the distinction between interstate and intrastate business. If the foreign corporation sells its goods to a local concern to which it ships its goods from outside the state on orders sent by mail from the local concern to the foreign corporation at its office outside the state, the foreign corporation is not doing business here at all even though the local concern has an exclusive territory in California within which to push the goods so bought, and even though the local concern on its letter heads designates itself as the agent of the foreign corporation. James vs. Simonds Saw Co., 2 Cal. App. 582. No registration here would be necessary in such a case. If the foreign corporation ships goods from outside of this state into this state to purchasers here where

the orders for the goods were solicited by representatives here of the foreign corporation which orders were not binding until approved by the foreign corporation at its office outside this state, the transaction is one of interstate character. (See cases above). In such a case it need not register here as a foreign corporation even where the local solicitor collects and forwards the price. Sioux Remedy Co. vs. Cope, 235 U. S. 197; 35 Sup. Ct. Rep. 57. International Text Book Co. vs. Pigg, 217 U. S. 91, 30 Sup. Ct. Rep. 481. But if the representative had authority to receive or collect the price and forward same to the foreign corporation he might be held to be the agent of the foreign corporation to an extent sufficient to justify a service of process on him as a service of process upon the foreign corporation and as a compliance with Section 411 of the California C. C. P. relating to the subject of service of process. International Harvester Co. vs. Kentucky, 234 U. S. 579; 34 Sup. Ct. Rep. 944. If the foreign corporation ships goods into this state from outside before sale and sells them after arrival here through local representatives or carries a stock of goods here from which it makes sales, it is engaged in intrastate commerce and in such a case it must register here. (See cases above). Between these lines certain borderline cases will arise where the classification will be uncertain. In such cases it would be the better plan to register here which calls for only the initial fee of $75, and then urge exemption annually from the annual corporation license tax by claim filed with the Corporation License Tax Exemption Board as provided for by law (Stats. 1917 p. 375, Sec. 7). To be squarely within the classification of an interstate transaction it would be the better practice to make all orders for goods solicited in California subject to approval at some office of the foreign corporation outside this state. Holder vs. Aultman, Miller & Co., 169 U. S. 81, 18 Sup. Ct. Rep. 269.

(b) *Corporation Franchise Taxes*:

By Section 14 Article XIII of the California Constitution all corporate franchises, with certain exceptions not pertinent, are to be assessed and taxed annually. By the law, Political Code Sec. 3664d, enacted in pursuance of this authority in the Constitution, this rate is fixed at 1.2 per cent per annum for all corporations other than banks, insurance companies and public utility companies. All such corporate franchises are to be assessed at their actual cash value after making due deductions for good will. This franchise in the case of a foreign corporation includes the actual exercise of the right to do business in this state. Indeed unless the foreign corporation enjoyed some special privileges here it could include nothing else. Any foreign corporation which registers in California will probably be called upon to make returns and pay this tax which in the final analysis is arbitrarily determined, but if such a corporation does here no intrastate business and does here a business that is purely interstate, in my opinion, the corporation franchise tax could be successfully resisted by such a foreign corporation. Western Union Tel. Co. vs. Kansas, 216 U. S. 1; 30 Sup. Ct. Rep. 190. Pullman Co. vs. Kansas, 216 U. S. 56; 30 Sup. Ct. Rep. 232. Ludwig vs. Western Union Co. 216 U. S. 146; 30 Sup. Ct. Rep. 280. International Paper Co. vs. Mass. 246 U. S. 135; 38 Sup. Ct. Rep. 292. Cheney Bros. Co. vs. Mass. 246 U. S. 147; 38 Sup. Ct. Rep. 295. A foreign corporation which does in California both an intrastate and interstate business would be obliged to register here, take out an annual license, pay the annual corporation license tax and pay each year the corporation franchise tax. Interstate Amusement Co. vs. Albert, 239 U. S. 560, 36 Sup. Ct. Rep. 168.

SUMMARY

(1) Foreign corporations engaged strictly in an interstate business do not have to pay the corporation franchise tax or the annual corporation license tax.

(2) Foreign corporations doing strictly an interstate business and maintaining no office here need not register with the Secretary of State.

(3) Foreign corporations maintaining an office in California or doing here an intrastate business must register with the Secretary of State.

(4) Foreign corporations doing an intrastate business here must pay the annual corporation license fees.

(5) Foreign corporations will pay local property taxes on such property as is physically present in the community taxing it, except that such property if still the subject of interstate commerce because still in transit to the local purchaser, or if property imported from a foreign country and still in the original package awaiting sale, cannot be taxed.

(6) Local license taxes in San Francisco need not be paid if a fixed place of business is maintained and such taxes need not be paid anywhere in California if the only business done is strictly interstate commerce.

(7) The question whether an office is maintained here or not by the foreign corporation concerned is a question of fact and depends upon who supports or uses it.

(8) The mere listing of a foreign corporation in a local telephone book even where the cost of such listing were paid by the foreign corporation would not constitute "doing business" in this state nor amount to the maintenance of an office here but, standing alone, would be at most a mere advertisement.

(9) To register here the foreign corporation must file with the Secretary of State and with the appropriate County Clerk the papers above referred to and pay the initial fee of $75. Unless the corporation is engaging in intrastate or domestic business there are no fees other than this initial fee.

Attached hereto, as Exhibit "A," is a statement showing the rate of the annual corporation license tax and the time when payable.

Faithfully yours,

ALLEN G. WRIGHT,
Counsel for San Francisco Chamber of Commerce.

EXHIBIT "A"

Annual Corporation License Taxes
(Calif. Stats. 1917 p. 371 Section 3)

Authorized Capital Stock		
Exceeding	But not Exceeding	Annual Tax
	$ 10,000	$ 10
$ 10,000	20,000	15
20,000	50,000	20
50,000	100,000	25
100,000	250,000	50
250,000	500,000	75
500,000	1,000,000	100
1,000,000	3,000,000	200
3,000,000	5,000,000	350
5,000,000	7,500,000	550
7,500,000	10,000,000	800
10,000,000		1000

The annual license tax is due for the calendar year beginning January first, is payable January first and delinquent if not paid before 6:00 P. M. of the first Monday in February.

The tax is pro rated to corporations entering the State during the course of a calendar year.

Corporations whose stock has no par value pay an annual license tax of $100. Corporations organized for profit but without capital stock pay an annual license fee of $10.

MARINE DEPARTMENT

Standard Oil Steamer Broad Arrow, bound from Beaumont, Texas, to Shanghai, put into this harbor last week for fuel.

The tanker had aboard 10,816 tons of oil, and drew 26 feet 7 inches, while entering this port.

Steamer Johanna Smith has had her engines installed and left here on August 16th for Coos Bay. This lumber carrier has been in port since November 1st, and prior to that has been in the lumber carrying business between this city and Coos Bay towing between the two ports. The steamer has a carrying capacity for 1,500,000 feet of lumber.

Sailing from this port for Vladivostock direct in September the Shipping Board Steamer Osaqumsick, under operation by the Pacific S. S. Co. (Admiral Line), will be the first of this company to leave this port for the Orient. They are dispatching steamers from Seattle and Portland to all points in the Far East.

The Robert Dollar Company have added another steamer to their fleet of freighters, having acquired the British Steamer War King, of 6,919 net tons. They will operate her in the Pacific Coast-Oriental service.

Six large oil cargoes have been shipped out of this port by the Standard Oil Company within five days, and were distributed as follows: Wellington, N. Z., Hankow, Hongkong and Shanghai, Newcastle and Sydney and Saigon.

Full shipment of wool arrived here by Schooner John W. Wells from Melbourne consisting of 14,000 bales, which is booked for Eastern markets.

Six hundred and thirty-five tons of cottonseed cake arrived here last week from the West Coast consigned to Hind, Rolph & Co.

Ship Muscoota has been chartered to load case oil at this port for the Philippine Islands by the Standard Oil Company.

The Shipping Board's new steel Tanker Imlay, launched March 30th at Moore Shipbuilding Plant, has been taken for her maiden voyage by G. W. McNear, Inc. The vessel will load oil at this port for the United Kingdom paying a rate of $6.50 D. W. ton.

The Norway-Pacific Line Motorship George Washington will be placed on the berth at this port for Bergen and Christiania, November loading.

For Copenhagen, the East Asiastic Company will have their Motorship Siam loading at San Francisco late October or early November.

The Pacific Island Line, Atkins, Kroll & Co., Agents, will dispatch their Schooner Tagua for Papeete late next month.

Under charter to the Standard Oil Company, the Steamer Derby Line left here last week for Hongkong and Shanghai, with 2,894,000 gallons coal oil, 965 cases, 1,000 barrels lubricating oil and 260 empty barrels.

E. C. Evans & Sons have been assigned the Steamer Hathaway by the U. S. Shipping Board, and notified this department that they will place the vessel on the loading berth at San Francisco, for late September to Avonmouth and London.

Barkentine Olympic arrived here on 16th inst. from Honolulu bringing a full cargo of canned pineapples consisting of 71,000 cases, and seven passengers, the first to arrive here on a square rigged vessel in many years.

The egg receipts for two days last week from Petaluma by boat amounted to 174,576 dozens.

Steamer Prinzessan, which was formerly a German steamer, owned and operated by the Deutsche Ost Afrika Linie of Hamburg and now flying the British flag, left Wellington, N. Z., on August 19th for Vancouver, B. C., where she will load cargo for the United Kingdom. The freighter is 3,697 tons.

Shell Oil Company received a shipment of 7,568 tons of Mexican Crude Oil from Tampico last week, which was taken to the company's plant in Martinez.

Schooner Lucy, which arrived here last week from the South Seas with a cargo of copra, will take same to Portland, where it has been sold to A. O. Anderson, after which the vessel will take a lumber cargo to New Zealand, returning via the South Seas.

Norton, Lilly & Company, Agents, announce: Societe Generale de Transports, Martimes a Vapeur. Regular Service San Francisco, Seattle and Mediterranean.

Marseilles and Genoa, French S. S. "Mont Cenis," expected ready October 15th.

U. C. EXTENSION DIVISION EMBRACES 150 COURSES

Among the most recent courses to be inaugurated by the Extension Division of the University of California are those in Psychology of Advertising, under the leadership of Dr. Warner Brown, and Practice in Advertising by Mr. Samuel P. Johnston. These evening courses, which will be given both in San Francisco and Oakland, begin the first week in September, and are only two of the 150 classes which the University of California Extension Division is opening up this week and next.

Complete information and literature may be obtained at 140 Kearny Street, San Francisco; the Oakland Chamber of Commerce, and 301 California Hall, Berkeley.

Benjamin Franklin said: "Learning is to the studious and riches to the careful." Wise buying and intelligent saving will leave you money to invest in Thrift Stamps and W. S. S.

PHILIPPINE COMMERCIAL AGENCY ACTIVE

The Chamber is in very close touch with the headquarters of the Philippine Commercial Agency, with offices located at 639 Merchants Exchange Building. Much valuable information is disseminated from this office, which is a branch of the Department of Commerce and Communication of the Government of the Philippines. The service of the agency is at the disposal of merchants without charge, and was placed in San Francisco for the purpose of promoting and stimulating trade relations between the merchants of this country and the Islands.

The Bureau advises that it is in a position at this time to advise those contemplating investment in the development of the natural resources of the Philippines, particularly with regard to the development of hemp, cocoanut, sugar, tobacco, coffee, rubber, and pineapple plantations, the mineral and timber resources of the Philippines, and to furnish the latest official commercial statistics, as well as information for tourists.

PLACEMENT BUREAU

DISCHARGED SOLDIERS AND SAILORS

243. Honorably discharged sergeant, 8 years experience as rate and export clerk in S. P. Gen. Freight Office and 2 years and 1 year respectively as assistant traffic manager of large manufacturing firm in San Francisco, would like to secure position as traffic manager of importing, exporting or manufacturing concern. Will locate anywhere.

244. Recently discharged officer, just returned from 14 months service overseas, desires connection with mining or brokerage company. Experienced. Age 26.

245. Young man honorably discharged from U. S. Army supplies division, just out of the hospital wants to learn the export, import or brokerage business. Salary no object. Will take up a course in foreign trade evenings.

246. Young railroad clerk wishes to locate with reliable concern in traffic or claims department. Five years experience handling claims and adjustments. Importing or exporting preferred.

247. Young man wishes position as salesman or assistant to salesmanager in importing and exporting house. Eight years experience. 27 years old.

248. Young man, discharged soldier, wants position as bookkeeper and general office work. Six years experience with lumber firm. Can operate typewriter.

249. Captain, Coast Artillery, discharged, desires position with some reliable concern as an electrical engineer. College graduate. Married, 30 years of age. Preference in signal or telephone and telegraphy lines.

250. Bookkeeper or accountant, age 30 years. Local corporation and public accounting experience. College graduate, desires permanent position with a future.

251. Discharged Army officer desires executive position in trust company or credit department of local bank. University graduate, attorney with credit experience. Best of references.

252. Accountant-Auditor. Nine years experience corporation, cost and public accounting. Just released after one year's service as assistant auditor with Government. Capable of taking charge of accounting department.

GENERAL APPLICATIONS

1461. Accountant or office manager desires a position where ability and experience are required. Character of the best. Can furnish good references or bond if necessary.

1462. Young man, age 25, at present employed as assistant manager local office importing and exporting house desires position in this line in a strictly A-1 concern. Familiar with export buying, shipping, correspondence and importing. Prefer Oriental trade. Can furnish bond, best references as to character and executive ability from present employer.

1463. Executive position desired with either import and export or steamship company, having had 3 years experience in that capacity. Twenty-five years of age and posesses a high school education. Thoroughly acquainted with general office and sales work.

1464. Married man, with 15 years experience as steamship accountant and agent in shipping office in San Francisco, operating vessels in foreign trade, now employed in above business, desires to make a change. Thoroughly reliable and efficient. Best of references and connections.

1465. Aggressive young married man desires position as accountant-ledger bookkeeper with import, export or commercial firm. Four and one-half years experience with commercial house. One and one-half years banking experience and knowledge of foreign exchange.

1466. Accountant, 15 years experience correspondence and office management, desires connection with firm preferably import and export.

SPECIAL NOTICES

Salesman of exceptional ability with wide acquaintance in Sonoma, Livermore and Santa Clara Valleys is open for position. Will consider a business proposition of merit. Can furnish capital and references of the highest order.

TRANS-PACIFIC MAILS

The following sailing dates and closing times of Trans-Pacific Mails are based on the latest information furnished by steamship companies. They are subject to change on notice. Paper mail for Hawaiian and Philippine Islands closes one hour earlier than time given.

Destination	Steamer	Leave	Date	Ordinary Mail Closes Ferry	Registered Mail Closes Ferry
Australia and W. Australia	Sonoma	S. F.	Sept.9	11:30 am	11:00 am
New Zealand	Moana	S. F.	Sept. 8	8:30 am	8:00 am
China and Japan	Emp. of Asia	Seattle	Sept.4	9:20 am.Sept.2	8:00 pm.Sept.1
	Manila Maru	Seattle	Sept.5	9:20 am.Sept.3	8:00 pm.Sept.2
	Siberia Maru	S. F.	Sept.7	10:30 am	10:00 am
	Protesilaus	Seattle	Sept.10	9:20 am.Sept.8	8:00 pm.Sept.7
Hongkong	Emp. of Asia	Seattle	Sept.4	9:20 am.Sept.2	8:00 pm.Sept.1
	Manila Maru	Seattle	Sept.5	9:20 am.Sept.3	8:00 pm.Sept.2
	Siberia Maru	S. F.	Sept.7	10:30 am	10:00 am
	Protesilaus	Seattle	Sept.10	9:20 am.Sept.8	8:00 pm.Sept.7
Hawaii	Moana	S. F.	Sept.2	2:30 pm	2:00 pm
	Transport	S. F.	Sept.5	9:00 am	8:30 am
	Sonoma	S. F.	Sept.9	12:30 pm	12:00 m
Manila, P. I.	Emp. of Asia	Seattle	Sept.4	9:20 am.Sept.2	8:00 pm.Sept.1
	Manila Maru	Seattle	Sept.5	9:20 am.Sept.3	8:00 pm.Sept.2
Dutch East Indies	Emp. of Asia	Seattle	Sept.4	9:20 am.Sept.2	8:00 pm.Sept.1
	Manila Maru	Seattle	Sept.5	9:20 am.Sept.3	8:00 pm.Sept.2
	Siberia Maru	S. F.	Sept.7	10:30 am	10:00 am
	Protesilaus	Seattle	Sept.10	9:20 am.Sept.8	8:00 pm.Sept.7
Tahiti	Moana	S. F.	Sept.8	8:30 am	8:00 am
Straits Settlements	Via New York unless specially addressed via Pacific steamers				

SAN FRANCISCO DISTRICT FREIGHT TRAFFIC COMMITTEE—DOCKETS

Docket 2079—(Hearing 10:00 A. M., September 11th)—Linseed oil in barrels or in metal cans boxed, and paint as described in item 3265 T. C. F. B. 1-Q mixed carloads. Proposal to reduce rate from Eastern points in groups A to J inclusive T. C. F. B. 1-Q to California terminal and intermediate rate points.

Docket 2080—(Hearing 10:15 A. M., September 11th)—Canned goods, pork and beans in carload lots. Proposal to reduce rate from $1.06½ per 100 lbs. minimum 40,000 lbs. to 90½ cents per 100 lbs. minimum 60,000 lbs. from California terminals and intermediate rate points to points in Group A to J inclusive as designated in Transcontinental Tariff 3M.

Docket 2081—(Hearing 10:30 A. M., September 11th)—Calcium carbide carload. Proposal to establish the rate of $1.37½ per 100 lbs., minimum 60,000 lbs. from Shawinigan Falls, Que. and Welland, Ont. to San Francisco, Cal.

Docket 2082—(Hearing 10:45 A. M., September 11th)—Wire wheels (vehicle) carload and less carload. Proposal to reduce rates by establishing a commodity rate from Dayton, Ohio, to California terminals and intermediate rate points.

Docket 2084—(Hearing 11:15 A. M., September 11th)—Forest products. Proposal to reduce rates from Pacific Coast points to points in Southeastern states.

Docket 2089—(Hearing 2:45 P. M., September 11th)—Staves and headings, carloads. Proposal to reduce rate from Portland, Oregon and Aberdeen, Washington, to points in California.

Docket 2095—(Hearing 10:00 A. M., September 12th)—Copra, carload. Proposal to reduce rates from Pacific Coast ports (import) to Eastern points covered by Transcontinental Tariff 30-C.

Docket 2301—(Hearing 2:15 P. M., September 15th)—Lumber carloads. Proposal to reduce rates from Oakland and San Francisco to Taft, Cal. from 42 cents per 100 lbs. to 36½ cents per 100 lbs.

Docket 1268—Sugar, carloads, from Spreckles and Salinas, Cal. to San Francisco, Oakland, Crockett, Cal., cancelled August 21, 1919.

Docket 1904—Soap, carloads from California points to Mazatlan, Mexico, cancelled August 21, 1919.

Docket 2309—(Hearing 10:15 A. M., September 16, 1919) —Seeds, cleaning and storing in transit at Salt Lake City, Utah, from California, etc., to points east of Salt Lake City and Oregon, Utah moving under T. C. F. B. Tariff 3-M. Proposal to establish transit rates without additional charge.

Docket 2314—(Hearing 11:30 A. M., September 16, 1919) —Tankage, dried blood, bones and bone meal, straight or mixed carloads. Proposal to establish fixed rates from El Paso, Texas to Los Angeles and San Francisco, Cal.

Docket 2315—(Hearing 2:00 P. M., September 16th)—Flaked graphite, carloads. Proposal to establish specific rates from Los Angeles, Cal. to San Francisco, Cal. and Salt Lake, Utah, of 1 cent per ton per mile.

Docket 2316—(Hearing 2:15 P. M., September 16th)—Foundry facings, carloads. Proposal to establish rates from Los Angeles, Cal. to San Francisco, Cal. and Salt Lake, Utah.

Docket 2318—(Hearing 2:45 P. M., September 16)—Plaster. Proposal to reduce rates from Arrowhead, Nev. to San Francisco, Oakland, San Jose, Stockton, Sacramento, Fresno, Hope Ranch and Bakersfield, Cal.

Docket 2319—(Hearing 3:00 P. M., September 16th)—Alfalfa meal, carload, from California terminals and intermediate rate points to Eastern defined territory in Groups A to J inclusive. Proposal to reduce the minimum to not less than 36,000 pounds where car is loaded to full visible capacity.

Docket 2322—(Hearing 3:45 P. M., September 16th)—Bolts and nuts, carloads, from Los Angeles, Cal. to San Francisco, Cal. Proposal to reduce rate from 34½ cents to 30 cents per 100 lbs. and increase minimum from 36,000 lbs. to 40,000 lbs.

Docket 2325—(Hearing 10:15 A. M., September 17th)—Flour, carloads, from Minden to San Francisco. Proposal to reduce rates from 48½ cents to 40 cents.

Docket 2330—(Hearing 10:30 A. M., September 5th)—Oils, viz: cottonseed, soya beans, palm kernel, peanut, copra, and sesame seed (import) refining in transit at Fresno, Cal. Copra, peanut, cottonseed, soya bean, palm kernel and sesame seeds (import) crushing in transit Fresno, Cal. from San Francisco, Oakland, (import) to Eastern points designated in T. C. F. B. 30-D. Proposal to establish a rate of 90 cents per 100 lbs. minimum, 40,000 lbs. with privilege of refining and processing on the through rate.

Docket 2331—(Hearing 2:00 P. M., September 17th)—Canned goods, including salmon, etc., carloads, from California terminals and intermediate rate points to points in Groups A to J, T. C. F. B. Tariff 3-M. Proposal to establish a specific rate on this commodity.

Docket 2334—(Hearing 2:45 P. M., September 17th)—Asbestos paving joint, from all points to all points. Proposal to establish a rate on this commodity as same is not included in rate for roofing and paving material.

Docket 2335—(Hearing 3:00 P. M., September 17th)—Paper, building and roofing, carloads from San Francisco and Oakland, Cal. to Floriston, Cal. Proposal to increase rate from 62½ cents to 63 cents per 100 lbs.

TRANSPORTATION TAX REFUND

The solicitor for the Internal Revenue Commissioner has decided that common carriers, having the duty of collecting the tax on transportation, may make refund of taxes paid on transportation charges that have been held to be unreasonable and on which they have been ordered to make reparation. The ruling is in the form of a solicitor's memorandum.

It is the idea of the solicitor that the carriers, having collected taxes on charges that were not lawful, should be authorized to make refunds and to carry the items of such refunds into their accounts and make return on them in the month following the refund of the unlawfully imposed taxes.

This ruling was made necessary by the decision of the Interstate Commerce Commisssion to the effect that taxes, having been paid into the treasury, are funds of the United States which, in theory can be paid out only by warrants issued by the treasury, based on an appropriation of the money by Congress.

The treasury, however, has authority to make refunds when money has been erroneously collected.

Under this ruling when a shipper obtains an order of reparation and the carrier decides to obey it, without going into court, he is entitled to have the war tax paid by him on the unreasonable part of the rate returned to him by the railroad company at the time the reparation for the unreasonable rate is paid.

As to whether the shipper is entitled to interest on the war tax, that is a question that, if when raised, will probably be answered in the negative. The carrier did not have the use of the money. Getting interest from the United States is exceedingly difficult.

DECORATE DURING FLEET WEEK

The Chamber is advised that it is the desire of the committee in charge of the program during the visit of the Pacific Fleet that the city be elaborately and uniformly decorated for the occasion. All buildings should display the sailing flag and such pennants and flags as are used by the Naval Department; the National Banner and Colors, and the official emblem of the Women War Workers. A further desire is expressed to have all buildings in the city illuminated on the first and second nights of the celebration. It is hoped that the usual spirit of cooperation and solidity of the general scheme of holiday attire on similar occasions will be observed by the members of San Francisco's commercial organization, the Chamber of Commerce on this occasion.

REPRESENTATION IN NORTHERN COUNTIES

A salesman covering Napa and Sonoma Valleys, Mendocino and Lake Counties for the past ten years wishes to secure additional lines to represent in that territory. Address by mail W. B. Keller care of Corcoran Candy Co., 49 Fremont Street.

COFFEE ARRIVALS

The Green Coffee Association of the San Francisco Chamber of Commerce reports the following arrival during the past week with coffee consigned to members:

August 16, 1919—S. S. Newport, 19,875 bags of coffee.

BUSINESS WANTS

Mr. D. S. Perry, Cap and Fifth Ave., Fort Bliss, Texas, is in the market for a pure bred dog.

Mr. F. B. Turner, 716 Branciforte Street, Vallejo, Cal., is desirous of securing a machine for printing names and addresses on lead pencils.

T. S. Kawashima, Editor Trade & Commerce, 650 Ellis Street, this city, desires to communicate with dealers or manufacturers of small weaving machine, ice plant for small size cold storage, electric horse hair clipping machine and small bread baking outfit.

The Rutz Pharmacy, 844 Water Street, Port Townsend, Washington, is desirous of communicating with wholesale dealers in druggists' supplies in this city.

The Texas Coastal Oil Co., Aransas Pass, Texas, wishes to get in touch with brokers in this city who deal in oil stocks.

The Oriental Supply Syndicate, 688 Howard Street, are in the market for small compact steam power plant.

Frank S. Sanchez, Tampa, Fla., wishes to communicate with canners of California fruits and importers of beans.

H. M. Heineman Sons, 130 Bush Street, San Francisco, cable address Heinecots, manufacturers of neckwear for men, suspenders (braces) garters, (sock suspenders) for men, women and children. Distributors of men's bath robes, men's leather belts. Complete line of elastic webbings. Are in the market to sell their goods for export trade.

Paralin Paint Oil, an equivalent of linseed oil, has just reached Meadows-Webb Co., 24 California Street, San Francisco, who are the Pacific Coast agents. This oil is guaranteed and a free working sample will be furnished upon request.

Mrs. Joseph M. Monighetti, Suisun, Cal., wishes to communicate with a criminal lawyer.

Mr. William Jameson, Box 426, Santa Fe., N. M., wishes to communicate with firms handling human hair goods and novelties.

Mr. H. Ruellan, 628 Montgomery Street, wishes to communicate with wholesalers and producers of dried and canned fruits.

Safety Storage & Warehouse Co., Ltd., Douglas and Humboldt Streets, Victoria, B. C., are in the market for California strained honey, both orange and mixed flavors.

Mr. Chas. E. Hedges & Son, Mount Vernon, Iowa, have a large quantity of Japanese hulless popcorn for sale. They are offering this corn in carload lots and are desirous of communicating with commission houses who are interested in handling same.

BIDS

Bids will be opened August 30, 1919, by the Zone Supply Officer at Fort Mason for hay, oats and bran.

Bids will be opened by the Zone General Supply Depot, Fort Mason, San Francisco, Cal., September 5th for miscellaneous sustenance supplies including fresh frozen turkeys, flour, bakingpowder, butter, etc.

Bids will be opened by the Zone General Supply Depot, Fort Mason, San Francisco, Cal., September 22nd, for miscellaneous supplies including carbolic acid, absorbent cotton, formaldehyde, coffins, plaster of paris, sheeting, sponges, etc.

Bids will be opened by the Zone Supply Officer at Fort Mason on August 26, 1919, for sustenance supplies including chocolate, plain, and macaroni, lacquer, and butter.

PROPOSALS

Proposals will be received at Zone General Supply Depot, Surplus Property Division, Fort Mason, for the sale of 1,500,593 lbs. of prunes.

Proposals will be received at Zone General Supply Depot, Surplus Property Division, Fort Mason, Cal., for the sale of Government-owned shovels.

Proposals will be received by the Zone General Supply Depot, Surplus Property Division, Fort Mason, Cal., for the sale of (new) padlocks, picks and ax-handles.

Proposals will be received at Zone General Supply Depot, Surplus Property Division, Fort Mason, California, for the sale of Government-owned steam boilers.

LIBERTY LOAN DISPOSING OF OFFICE EQUIPMENT

The Chamber has been advised by the Liberty Loan officials that they are disposing of a number of articles of office equipment, accumulated during the course of the various Liberty Loan campaigns. The articles are open for inspection at present Liberty Loan office, 420 Sacramento Street.

EASTERN FREIGHT FORWARDERS

The Chamber is just in receipt of information from D. C. Andrews & Co., 27 Water Street, New York City, that they would like to get in touch with merchants in this city who may need the services of freight forwarders in Eastern ports.

THE "ACTIVITIES" IN AUSTRALIA

The Chamber is in receipt of information from a representative of one of San Francisco's leading papers just returned from Australia, that, while in Sidney he had occasion to call at the Traveler's Club, and there found on file the San Francisco Chamber of Commerce "Activities." He was advised that this was the only Chamber of Commerce news of any city of the United States, to be found in Australia regularly, and he noticed that the business men there read and discuss it. He was further impressed with the fact that San Francisco is more talked of, and better advertised in Sidney than is New York City.

The Chamber is continually endeavoring to place before the merchants and business men of the foreign countries, particularly those bordering on the Pacific Coast the importance of San Francisco, as a manufacturing and jobbing center.

Knight-Counihan Printing Co.

SAN FRANCISCO
CHAMBER OF COMMERCE ACTIVITIES

GATEWAY TO PACIFIC

INCORPORATED JULY 17, 1911

Volume 6 | The Commercial, Financial, Industrial and Governmental Metropolis of the Pacific Coast | Number 36

Every Thursday ——September 4, 1919

Private Operation of Cables and Radio Advocated by Chamber of Commerce

Special Committee prepares report for Submission to the Board of Directors. Expression unanimous that Government should relinquish control as soon as possible.

At a meeting of the Foreign Trade Committee of the San Francisco Chamber of Commerce recently, a report was rendered by the Special Committee appointed to investigate the cable and radio situation as affecting Pacific Ocean commerce.

The Special Committee consists of:

L. R. Cofer, Chairman, Wells Fargo Nevada National Bank.

C. A. Batchelder, Holt Manufacturing Company.

A. L. Martin, Liberty Steel Products Company.

Martin was not present at the meeting on account of absence in New York City, but while there, it was reported, he is in close touch with the officers of the National Foreign Trade Council, who are also deeply interested in securing good cable and radio service.

In rendering the report Chairman Cofer stated that it was the consensus of opinion that the stand of the Chamber should be identical to that of the National Foreign Trade Council, which summarized is as follows:

(1) Firm and Unalterable Opposition of Government Ownership.

(2) Incessant Demand for the Prompt Return of Wireless Stations to Private Ownership and Operation.

(3) Continuance of Naval Radio in Commercial Service only up to Date of Return of the Commercial Stations to Private Operation.

(4) Vigorous Opposition of the Legislation Proposed by Secretary Daniels.

The position of the National Foreign Trade Council was taken after consultation with representatives of the International Radio Company of Pittsburgh, Pa., with the Marconi people and others vitally interested in the subject of Radio communication.

The special committee of the Chamber has made an investigation locally, which in general corresponds with the findings of the National Foreign Trade Council.

The Marconi people in San Francisco were consulted by Mr. C. A. Batchelder and they stated that their preparations are all complete to begin service just as soon as the Government turns back to them such stations as they are now holding, inasmuch as they have maintained their organization, and have experienced operators available for service.

At a previous meeting of the Foreign Trade Committee those present were given an opportunity to hear Commander Clark, of the Naval Radio Service, at which time he stated that the operation of other high powered radios caused interference with the Government radio service. The Marconi Company stated that this interference is mutual as their service is equally affected when the Government is transmitting messages.

Batchelder's report of his interview with the Marconi Headquarters indicated that little difficulty is experienced and that there is practically no limit of speed in sending radio messages, but that the actual limit in receiving naturally affects the sending. He was also informed that a new high powered apparatus designed by the General Electric Company had proven particularly satisfactory, but the charge of the General Electric Company for the instruments is believed to be excessive, and that it was therefore doubtful whether other instruments would be installed than the one now working at New Brunswick.

The local investigation and development secured by the National Foreign Trade Council showed that the Marconi people are very willing to expend any necessary sums in completing and adding to their equipment, when the radios are returned to private ownership.

The Chamber of Commerce will gladly support any plan of private ownership which will insure good service for the business interests.

Apparently during the last few days the congestion has been somewhat alleviated through the re-construction of certain cables particularly in the Mediterranean, which were destroyed during the war. However, it is felt that the growth of trans-Pacific business will to an extent depend upon, and make necessary the installation of the best kind of cable and radio communication.

DUN'S REVIEW

Business continues unabatedly active, with collections good in practically all lines and failures very few. Weather conditions are right for harvest work, which is now well along in all the fruit sections and very heavy shipments are being made at excellent prices. Farmers generally are very prosperous and in practically all lines attention is concentrated on the agriculturist and his needs. In the automobile district, it is reported that many dealers are giving their country agents preference in shipments, where there are not sufficient cars to go around, so as to get their share of the farmer's money, while he is in a buying mood. Wholesalers report that country collections are coming in in fine shape, and that merchants are cleaning up the season's business in better shape than ever before, and that fall purchases, which are now being shipped are large and well assorted, with a good demand for the better class of merchandise in spite of high prices. Dry goods dealers are shipping heavily with good outlook for the immediate future but on account of price conditions, merchants are not inclined to contract far ahead. Cloak and suit houses are having a good season especially on the more reasonably priced lines and millinery trade is reported satisfactory. Conditions in the wholesale shoe trade are somewhat upset but collections are good and most houses report that demand continues good. Wholesale hardware, and paints and oils are in good demand, especially for building purposes, and domestic lumber trade appears to be improving right along.

Wholesale grocery houses are making large foreign shipments again this week, with good domestic demand for staples, though retailers are inclined to fight shy of large stocks of fancy groceries under present price conditions. Stationery and printing trades continue well employed, at very profitable prices as a rule. The stock and bond market is in very good shape, with a good demand continuing for desirable investment securities. Real estate shows further improvement, several large transactions having been put through this week, and the weakening of steel prices increases the likelihood of further large building enterprises. Increasing rentals are causing a better demand for residence properties, but high building costs are still a deterrent with many.

TRADE AT A GLANCE BY BRADSTREETS

SAN FRANCISCO

Wholesale and Jobbing Trade—Good.
Retail Trade—Good.
Manufacturing and Industry—Active.
General Conditions—Good.
Import and Export Business—Less Active.

SEATTLE

Wholesale and Jobbing Trade—Good.
Retail Trade—Good.
Manufacturing and Industry—Active.
Collections—Good.

PORTLAND

Wholesale and Retail Trade—Satisfactory.
Manufacturing and Industry—Active.
General Conditions—Good.
Collections—Good.

SPOKANE

Wholesale and Retail Trade—Good.
Collections—Good.
Manufacturing and Industry—Good.
Crops—Good.

LOS ANGELES

Retail Trade—Seriously effected by railroad strikes.
Badly conjested freight situation effecting wholesalers.
Collections—Fair.

TRANS-PACIFIC MAILS

The following sailing dates and closing times of Trans-Pacific Mails are based on the latest information furnished by steamship companies. They are subject to change on notice. Paper mail for Hawaiian and Philippine Islands closes one hour earlier than time given.

Destination	Steamer	Leave	Date	Ordinary Mail Closes Ferry	Registered Mail Closes Ferry
Australia and W. Australia	Sonoma	S. F.	Sept.9	11:30 am	11:00 am
	Niagara	Seattle	Sept.16	9:20 am.Sept.14..	8:00 pm.Sept.13..
New Zealand	Moana	S. F.	Sept.8	8:30 am	8:00 am
	Niagara	Seattle	Sept.16	9:20 am.Sept.14..	8:00 pm.Sept.13..
China and Japan	Siberia Maru	S. F.	Sept.9	10:30 am	10:00 am
	Protesilaus	Seattle	Sept.9	9:20 am.Sept.7....	8:00 pm.Sept.6....
	Monteagle	Seattle	Sept.15	9:20 am.Sept.13..	8:00 pm.Sept.12..
	Emp. of Japan	Seattle	Sept.18	9:20 am.Sept.16..	8:00 pm.Sept.15..
Hongkong	Siberia Maru	S. F.	Sept.9	10:30 am	10:00 am
	Protesilaus	Seattle	Sept.9	9:20 am.Sept.7....	8:00 pm.Sept.6....
	Monteagle	Seattle	Sept.15	9:20 am.Sept.13..	8:00 pm.Sept.12..
	Emp. of Japan	Seattle	Sept.18	9:20 am.Sept.16..	8:00 pm.Sept.15..
Hawaii	Sonoma	S. F.	Sept.9	12:30 pm	12:00 m
	Lurline	S. F.	Sept.16	2:30 pm	2:00 pm
	Shinyo Maru	S. F.	Sept.19	11:30 am	11:00 am
Manila, P. I.	Protesilaus	Seattle	Sept.9	9:20 am.Sept.7....	8:00 pm.Sept.6....
	Emp. of Japan	Seattle	Sept.18	9:20 am.Sept.16..	8:00 pm.Sept.15..
Dutch East Indies	Siberia Maru	S. F.	Sept.9	10:30 am	10:00 am
	Protesilaus	Seattle	Sept.9	9:20 am.Sept.7....	8:00 pm.Sept.6....
	Monteagle	Seattle	Sept.15	9:20 am.Sept.13..	8:00 pm.Sept.12..
	Bintang	S. F.	Sept.16	10:30 am	10:00 am
Tahiti	Sonoma	S. F.	Sept.8	8:30 am	8:00 am
Straits Settlements	Via New York unless specially addressed via Pacific steamers				

CHARITIES ENDORSEMENT COMMITTEE

Appeals for Donations

Members can obtain INFORMATION and ADVICE regarding APPEALS FOR DONATIONS by calling up KEARNY 112. Ask for CHARITIES ENDORSEMENT COMMITTEE.

BUREAU OF MARKETS INVESTIGATING VEGETABLE OIL SITUATION

C. F. Cresswell in charge of the investigation of the vegetable oil situation in the United States, for the Department of Agriculture, has been in San Francisco for sometime making a survey of Pacific Coast conditions with regard to the importation and utilization of copra, cocoanut oil and various vegetable oils and by-products.

Mr. Cresswell last week addressed a number of merchants and importers, called together by the Chamber of Commerce, outlining the plans of the Bureau of Markets which reports directly to the Department of Agriculture.

He stated that his investigations on the Pacific Coast, in talking with those interested in these commodities, brought out the following facts:

That the investment of manufacturers who imported and crushed the copra locally was not satisfactory, due to the greater cost for crushing in this country than is true in the Philippines and the Orient, this fact making it difficult for the copra crushers in this country to compete in prices with the cocoanut oil importers.

He also pointed out that some remedy might be obtained through remedial action on the part of the United States Railroad Administration, in allowing a milling in transit rate for copra, which would permit copra to be imported, crushed and sent to Eastern points on a through import rate basis.

Cocoanut oil shipped from Oriental points is allowed a low transcontinental import rate, which is not the case with copra, which after being brought into San Francisco and other points is crushed and the oil distributed at a higher freight rate.

Mr. Cresswell stated that the Department of Agriculture, through its Bureau of Markets, would be in a position to furnish the Railroad Administration with information along these lines, and suggested that a national movement on the part of the copra crushing firms would probably have some effect on this situation.

In talking of the many uses to which cocoanut oil is put, Cresswell pointed out, that the product generally was coming into competition with cottonseed oil, which is produced largely in the Southern States, and that the producers in these states had at one time requested a high tariff on the importation of all vegetable oils.

He gave it as his opinion, that inasmuch as the manufacturers of cottonseed oil and cake were in the world market and doing an export business in addition to a local or national trade, that it would be impracticable to put a high tariff on vegetable oil importation and that all such commodities would have to be placed upon a basis of world trade.

Mr. Cresswell has left for Washington where he will make his report to the Department of Agriculture on all phases of the vegetable oil situation, and stated that the Bureau of Markets was very anxious to do everything to build up the industry in the United States, in connection with the importation of both copra and cocoanut oil, which may be at the present time more or less in competition with each other.

He also mentioned the usage of cocoanut meal cake and manufacture of feed for cattle and stated that good results had been obtained by some manufacturers of this feed, while other producers did not consider it worth anything. This was doubtless due, he pointed out, to the fact that some of the cocoanut meal contained so high a content of oil as to make it unfit for mixing with feed preparations.

Mr. Cresswell received considerable information from those present regarding the particular problems to the Coast merchants interested in these commodities, which he stated would be added to his report.

GOVERNMENT FIXES PRICES ON MACHINE TOOLS

The Machine Tool Section, Office of the Director of Sales, cooperating with the several Bureaus of the War Department, has adopted a method of offering for sale at fixed prices such new and used machine tools as are surplus in the various Bureaus.

Each Bureau is charged with the sale of its own material, but the office of the Director of Sales is preparing for publication a bulletin, which will be supplemented from time to time, giving the number and class of machine tools which are available for sale, with the minimum selling price of each tool.

The above plan facilitates the disposal of the tools, as prospective purchasers are thus furnished with an idea of the prices which they will have to pay for them and can arrange for resales accordingly. It is obvious, however, that this information being available for everyone, the fixing of the minimum selling price does not do away with the bidding, and tools will be sold, as heretofore, to the highest bidder.

The Sales Office of the Air Service for the Pacific Coast District is located at 504 Postal Telegraph Building, San Francisco. Lieut. Henry P. Adams is the District Sales Representative in charge of sales and will furnish detailed information as to the machine tools and other material which the Air Service has for disposal, and general informaton as to the machine tools available for sale in the other Bureaus.

San Francisco Chamber of Commerce Activities

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465 California Street
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For What You Want to Know —— Call KEARNY 112

SAN FRANCISCO PREPARING TO WELCOME MOTOR TRANSPORT CORPS

San Francisco has been busy all week entertaining the great Armada which slipped into our Harbor on Monday last and closely following upon this event comes another which does not lack in importance, either in a military or commercial sense.

The United States Motor Transport Corps, consisting of about 65 trucks and a personnel of some 275 men will arrive the latter part of this week after a transcontinental trip, which has again demonstrated the value of motor trucks in a military way, and also the necessity for permanent highways across the continent.

A committee was appointed by the Mayor to arrange for the reception and proper entertainment of the Motor Transport Corps personnel on their arrival.

The automobile dealers of the city are naturally as keenly interested in the success of the transcontinental trip as are the military authorities themselves. A delegation of automobile men, headed by Mr. Chester N. Weaver, of the Company of that name, went to the Nevada state line to meet the Corps, and the automobiles of Mr. Weaver's party are accompanying the Transport Corps on the last lap of its drive.

The California State Automobile Association attended to the placing of signs upon the Lincoln Highway inside of the State line, all of which bore the news that the corps was on its way to San Francisco Bay.

The Board of Directors of the San Francisco Chamber of Commerce are arranging to give a luncheon to the Commanding Officer and other officers of the Corps at the Commercial Club on Monday, September 8th, at which time opportunity will be afforded to point out to the Army authorities the many valuable highways suitable to military purposes which have been built by the State of California.

The greatest interest is being manifested by business men who are interested in the possibilities of the auto truck. Not only has the military value been demonstrated by this trip across the continent by a large number of trucks, but the commercial possibilities are as well evidenced.

NEW FOREIGN DIRECTORY

The Foreign Trade Department is in receipt of a copy of the 1919 edition of "Kelly's Directory of Merchants, Manufacturers, and Shippers of the World," also a copy of "Kelly's Customs Tariffs of the World." Both of these publications are of considerable value to exporters and importers. They may be seen either at the Chamber of Commerce, or at the office of the Kelly Publishing Co., in the Hearst Building.

FOREIGN TRADE OPPORTUNITIES

3287. Melbourne, Australia. Manufacturer of night latches desires to communicate with hardware and builders' supply houses in this city, who could be interested in handling their product.

3288. Rio de Janeiro, Brazil. Import and export firm in Rio de Janeiro desires to get in touch with merchants in this city, who are interested in forming connections in Brazil.

3289. Bremen, Germany. Party desires to communicate with importers and exporters desiring to enter into commercial relations with Germany.

3290. Hamburg, Germany. Firm desires to communicate direct with manufacturers and exporters who want to be represented in Hamburg either for export or for import.

3291. Sydney, Australia. Established firm in Sydney desires to get in touch with firms in this city who are interested in the importation of Australian products.

3292. Bremen, Germany. Firm desires to get in touch with exporters of food products, tobacco, leather, wool, etc.

3293. Hamburg, Germany. Party desires to secure the agency for Germany of firms desiring representation there.

3294. Nantes, France. Commisson agent would like to represent exporters of groceries, biscuits of all kinds, confectionery, drugs, grains, fodders, and fertilizers.

3295. Bristol, England. Established firm desires to get in touch with exporters of canned and dried fruits and wines. A representative can be reached in New York.

3296. Manila, P. I. Firm desires to communicate with and receive catalogues from exporters of hardware.

3297. Alexandria, Egypt. Firm wishes to get in touch with exporters of food products, particularly with those exporting fruit.

3298. Valparaiso, Chile. Firm desires to be put in touch with firms desiring representation in Chile.

3299. Singapore, S. S. Party desires to get in touch with importers and consumers of wolfram ore in the United States. Ore is guaranteed w. o. 3 at the rate of 65 units per ton of ore.

3300. Genoa, Italy. Firm desires to get in touch with importers and exporters in this city who desire connections in Italy.

3301. San Francisco. Firm in this city would like to get in touch with merchants interested in the sale of the following commodities: agricultural implements and supplies, metal and carbon brushes for motors, binder twine, cardboard used in the manufacture of hats and caps, dyes and colorings and materials used in the manufacture of toilet soaps and perfumery, dyes for furs, laboratory supplies, wool and cotton goods.

3302. Shanghai, China. Firm desires to get in touch with importers and exporters interested in making connections in China and the Straits Settlements.

IDENTIFICATION CARDS FOR AMERICANS ABROAD

Recently the press had an article stating that France and other European countries required identification cards signed by the local Chambers of Commerce for all Americans abroad. The Foreign Trade Department took this up with its Washington representative, and gave us the following reply.

"Answering your telegram of August 26th, will say that neither the State Department or the French Embassy have any knowledge of requirement of identification cards for American travelers to be signed or certified by local Chambers of Commerce in this country. An American passport with the proper vise of the French Consul in this country is good for all of France."

MARINE DEPARTMENT

Steamer West Hartley will dock at pier 28th taking cargo for Scandinavian ports, being under the charter of Williams, Dimond & Company.

Steamer Stanley Dollar arriving here from Batavia, etc., brought among her cargo 8,999 bags coffee, 1,189 casks wood oil, 1,178 bales wool, 9,472 bales rubber and large shipments of tea, tapioca, cassia, etc.

Schooner Wm. E. Burnham has been chartered by the Standard Oil Company to take case oil to New Zealand at the rate of $1.37½ per case. The British Barkentine Wanganui loads case oil here for New Zealand under the handling of the Petroleum Products Company. The 2,374-ton Schooner John W. Wells has been chartered by Balfour, Guthrie & Company to take barley cargo from here to United Kingdom, 120 shillings, with the option to Copenhagen at the rate of 140 shillings.

The Norwegian Motorship Kirketind launched on August 21st in Seattle, will proceed to this city, and load barley for Copenhagen at $40 a ton, having been chartered by the U. S. Trading Corporation.

Tug Sea Lion was launched from Stone's Yard, Oakland, on August 26th. The tug was recently purchased by the Shipowners and Merchants Tug Company from the U. S. Shipping Board, and will be used by this well known coast tug company in deep water towing; she has a steaming radius of 5,000 miles.

The Pacific Mail Steamship Company have added the following freighters to load in this port for Yokohama, Kobe, Shanghai, Manila and Hongkong: West Caddoa October 15th; West Kador November 15th; West Neris about December 28th. Four other freighters which were previously announced, will steam from here in advance of this fleet of cargo carriers.

Japanese Steamer Siberia Maru of the Toyo Kisen Kaisha is booked to steam from here on September 9th calling at Yokohama and Kobe, omitting the usual stop at Honolulu, taking freight only, for Yokohama and Kobe, the Company's Freighter Koyo Maru is booked to leave out on September 12th.

Steamer Lavada was launched at Bay Point on August 23rd for the U. S. Shipping Board.

Oceanic Steamship Company's Steamer Sonoma will steam from here for Honolulu, Pago Pago and Sydney on September 9th. This will be followed by the Company's Steamer Ventura on October 14th.

Shell Oil Company's Steamer Gold Shell, the third of the company's fleet which were scheduled to arrive here on August 30th steaming up from Tampico, carrying 7,800 tons of Mexican crude oil, like all previous cargoes was taken to the company's plant in Martinez. After a few runs along this coast carrying oil, the Gold Shell will steam across the Pacific as per schedule which has been previously announced.

Shipment of 110,845 pounds of cheese and 2,150 pounds of butter, arrived here from Coquille River points last week for local commission concerns.

The Steamers Point Lobos, Point Bonita, Point Adams and Point Judith, recently bought by the Pacific Mail S. S. Co. from the U. S. Shipping Board, will be placed in service between San Francisco and Baltimore. Sailings will be every three weeks, and ports of call will include Havana, Puerto, Colombia, Cristobal, Balboa, Corinto, Acajutla, San Jose de Guatemala and San Pedro, with San Francisco the home port.

Heavily ladened with California products, the new Steamer Cansumet recently completed here, left on her maiden voyage last week for Liverpool, under the house flag of Williams, Dimond & Company. The Standard Tank Steamer Sylvan Arrow left here for Sabine in ballast to load oil.

Ship Wm. T. Lewis bound from this port to the United Kingdom with barley cargo arrived at Balboa on August 27th making the run to the Canal Zone in 42 days.

The Bark Harvard undergoing thorough overhauling at the Union Iron Works, will proceed from here to the Columbia River to load a lumber cargo for Sydney, for owners account. The Chas. Nelson Company recently bought the vessel at Honolulu and their Steamer Port Angeles towed her here for repairs.

The first three arrivals in this port on the morning of August 29th brought 121,500 barrels of oil from Southern California and were consigned to the Standard and Union Oil Companies.

PLACEMENT BUREAU

DISCHARGED SOLDIERS AND SAILORS

253. Ex-service man desires position with export and import concern. Three years railroad experience during which time has handled both export and import work.

254. Discharged officer, college graduate, 10 years experience mining engineer. Executive ability. Knowledge of Spanish and French, wishes position with import and export company doing business in South or Central America.

255. Ex-officer, 5 years as pay roll auditor, 3 years banking experience, have also been in business for myself. Desire a position.

SPECIAL NOTICE

Salesman of exceptional ability with wide acquaintance in Sonoma, Livermore and Santa Clara Valleys is open for position. Or will consider a business proposition of merit. Can furnish capital and references of the highest order.

GENERAL APPLICATIONS

1467. Sales manager, 5 years experience. Married, Age 40. General experience.

1468. Gentleman wishes connection with exporting and importing firm either in San Francisco or to go to the Orient. Have had 2 years experience in buying and selling in Japan, China and eastern Siberia.

1469. Wanted traffic position. Have had three years experience in operating department of Southern Pacific Co., and technical training in Interstate Commerce and Railway Traffic with La Salle Extension University of Chicago.

Experienced export-import man desires connection as exclusive broker for reliable concern. Enquire of Industrial Department.

NEW RANK FOR THE UNITED STATES AS A BEET SUGAR PRODUCER

The United States will this year take second rank among the nations as a producer of beet sugar. While this new and greatly advanced rank that we hold is in part a result of the political rearrangement of the best sugar producing areas of Europe coupled with a marked falling off in production of beet sugar in that continent, it at least is interesting and at the same time illustrative of the wonderful growth of beet sugar production in the United States.

Our beet sugar production in the current year seems likely to be about 1,750,000,000 pounds against 1,385,000,000 in the year before the war; 1,025,000,000 in 1910, 484,000,000 in 1905, 163,000,000 in 1900, 45,000,000 in 1895, and 5,000,000 in 1890. The cane sugar crop, which is unusually low, seems likely to form less than one-fifth of the total output of the country.

STATEMENT OF DISTANCES IN NAUTICAL MILES
Between
SAN FRANCISCO, NEW ORLEANS, NEW YORK AND LIVERPOOL
VARIOUS PACIFIC OCEAN PORTS
SHOWING NUMBER OF SAILING DAYS BASED ON SPEED OF TWELVE & HALF KNOTS PER HOUR

Port	Miles from San Francisco	Sailing Days	Miles from New Orleans	Sailing Days	Miles from New York	Sailing Days	Miles from Liverpool	Sailing Days
YOKOHAMA....	4536	15	9124	30	9699	32	11636 (s)	39
VLADIVOSTOK..	4570	15	9266	31	9850	33	11282 (s)	38
SHANGHAI.....	5387	18	9998	33	10573	35	13606	45
HONGKONG.....	6306	21	10637	35	11605 (s)	39	9743 (s)	32
MANILA.....	6221	21	10789	36	11364	38	9649 (s)	32
SINGAPORE.....	7353	25	11938	40	10154 (s)	34	8241 (s)	27
CALCUTTA.....	8999	30	11202 (s)	37	9816 (s)	33	7931 (s)	26
PANAMA.....	3245	11	1446	5	2017	7	4591	15
VALPARAISO...	5140	17	4058	14	4633	15	7207	24
SYDNEY.....	6744	22	9236	31	9691	32	12201 (s)	41

(s) Means via Suez Canal.

DIFFERENCES IN DISTANCES BETWEEN

Port	San Francisco and New York	Sailing Days	New York and Liverpool	Sailing Days	San Francisco and Liverpool	Sailing Days
YOKOHAMA....	5163 (a)	17	1937 (b)	6	7100 (c)	24
VLADIVOSTOK..	5280 (a)	18	1432 (b)	5	6712 (c)	22
SHANGHAI.....	5186 (a)	17	3033 (b)	10	7219 (c)	24
HONGKONG.....	5299 (a)	18	1862 (d)	6	3437 (c)	11
MANILA.....	5143 (a)	17	1715 (d)	6	3428 (c)	11
SINGAPORE.....	2801 (a)	9	1913 (d)	6	888 (c)	3
CALCUTTA.....	817 (a)	3	1885 (d)	6	1068 (e)	4
PANAMA.....	1228 (f)	4	2574 (b)	9	1346 (c)	5
VALPARAISO...	507 (f)	2	2574 (b)	9	2067 (c)	7
SYDNEY.....	2947 (a)	10	2510 (b)	8	5457 (c)	18

NOTE: (a) In favor San Francisco. (b) In favor of New York. (c) In favor of San Francisco. (d) In favor of Liverpool. (e) In favor of Liverpool. (f) In favor of New York.

FOREIGN TRADE DEPARTMENT, SAN FRANCISCO CHAMBER OF COMMERCE, September 4, 1919.

SAN FRANCISCO DISTRICT FREIGHT TRAFFIC COMMITTEE—DOCKETS

Docket 2020—(Hearing 10:00 A. M., September 23, 1919) —Pickles, in bulk, in barrels, in mixed carloads with canned fruit, vegetables and pickles in cans. Proposal to establish a commodity rate from California terminals and intermediates to Eastern points taking Group A to J rates.

Docket 2021—(Hearing 10:15 A. M., September 23, 1919) —Lumber and its products, carloads. Proposal to reduce rates from Hawley, Cal. Loyalton, Davies Mill, Reno, Marysville, Oroville, Sacramento, Oakland and San Francisco to Manteca, Schoemake, Central, Turlock and Hilmar.

Docket 2024—(Hearing 11:00 A. M., September 23, 1919) —Canned peas, carloads. Proposal to reduce rate from Milpitas, Cal. to San Francisco, Cal.

Docket 2027—(Hearing 2:00 P. M., September 23, 1919) —Rails and fastenings, second hand, carloads. Proposal to reduce rate from Blair Junction, Nevada to San Francisco, Cal.

Docket 2095—(Hearing 3:00 P. M., September 23, 1919)— Copra, carload. Proposal to reduce the rate from Pacific Coast ports (import) to Eastern points covered by transcontinental tariff No. 30 C.

Docket 1899—(Hearing 10:00 A. M., September 12, 1919) —Packing house products. Proposal to reduce present rates from Reno, Nev. to Sacramento, Stockton, San Francisco and Fresno, Cal.

Docket 2330—(Hearing 3:00 P. M., September 8, 1919)— Import oils, refining in transit at Fresno. Copra, peanuts, etc., crushing in transit, Fresno. Proposal to establish rate of 90 cents per 100 lbs. with privilege of stopping at Fresno for refining and processing at the through rate.

Docket 2348—(Hearing 2:30 P. M., September 18, 1919)— Asphalt (asphaltum) natural or by-product in packages or in tank cars. Proposal to reduce rates from San Francisco, Oakland (Alice St.) Oakland, Emeryville and Richmond, Cal. to Porterville, Cal.

Docket 2349—(Hearing 2:15 P. M., September 18, 1919)— Bar iron and steel, carloads. Proposal to reduce rates from Torrance, Cal. to San Francisco (for export).

Docket 2351—(Hearing 3:15 P. M., September 18, 1919)— Lime, carloads, from Sloan, Nev. to San Francisco. Proposal to reduce rates.

Docket 2353—(Hearing 3:45 P. M., September 18, 1919)— To amend commodity descriptions in various items of Southern Pacific and Pacific Freight Traffic Bureau applying on bones, pig iron, drippings, broken glass, etc. to read "as described in Current Western Classification."

Docket 2355—(Hearing 10:00 A. M., September 19, 1919) —Fertilizer, carloads. Proposal to establish a rate between San Francisco, Oakland, etc., and Escondido and Fallbrook to place Escondido and Fallbrook on a more equitable basis than now prevails.

Docket 1620—Cancelled. Milk bottles, carloads, export from Clarksburg, West Va. to Pacific Coast ports.

Docket 2364—(Hearing 3:00 P. M., September 22, 1919)— Olives in barrels, carload, from California points taking rate basis 1 or 2 T. C. F. B. 3-N to Boston, Mass. Proposal to reduce rate.

Docket 2365—(Hearing 3:15 P. M., September 22, 1919)— Carriers, viz: Bottles and beverage packages, second hand, carload, eastbound. Proposal to increase minimum from and to points covered by T. C. F. B. Tariffs 2-N and 3-M.

Docket 2366—(Hearing 3:30 P. M. September 22, 1919)— Crude soapstone, carloads. Proposal to reduce rate from Shingle Springs, Cal. to San Francisco and Richmond, Cal.

NEW APPLICATIONS FOR MEMBERSHIP SINCE LAST REPORT

Althouse McAfee Company, Insurance, 604 Flood Building.

American City Bureau, Campaign and Organization Service, 716 Merchants Exchange Building.

Black & White Cab Co., Taxicab Service, 209 Mason Street.

Blank Brokerage Co., Import Brokers, 16 California Street.

Blum & Co., M. T., Bean Brokers, 214 Front Street.

Bucher, Carroll S., Attorney London Guar. & Sec. Co., 201 Merchants Exchange Building.

Caravel Co., The, Export & Import, 721 American National Bank Building.

Cronse, H. R., Mgr. Cal. Dept. Amer. Auto. Ins. Co., Mills Building.

Curtiss & Co., H. B., Stationery and Printing, 519 California Street.

Dady Burjor & Co., D. S., Importers and Exporters, 311 California Street.

Dodd Warehouse, The, Warehouse, 190 Lombard Street.

Dierssen Co., D., Mfrs. Agents, Marine Building.

Dodge, Douglas W., Engineering Products, 251 Rialto Building.

Edwards Mercantile Agency, Credit Information and Collections, 995 Market Street.

Gillette Safety Razor Co., Safety Razors, 816 Market Street.

Golden Gate Mfg. Co., Casket Hardware Mfrs., 253 Church Street.

Griffith, Millen, Shipping, 260 California Street.

Hanan & Son, Retail Shoes, 157 Geary Street.

Hewlett Palmer Baker, Milking Machines, Balboa Building.

Hood Tire Co., Inc., Tires, 118 N. Montgomery Street.

Keystone Steel & Wire Co., Steel and Wire Products, 681 Monadnock Building.

Lee & Gresfkens, Bakers and Confectioners' Supplies, 31 Drumm Street.

Lewis Roofing & Asbestos Co., Asbestos Materials, etc., 110 Jessie Street.

Nash, Fremont R., Standard Stevedoring Co., 7 Mission Street.

National Conduit & Cable Co., Wires, Cables, etc., 639 Mission Street.

Richards, A. B., Gen. Supt. Postal Tel. & Cable Co., 22 Battery Street.

Ruellan, H., Shipping and Commission, 628 Montgomery Street.

Seeley & Co. (Marine) Inc., Marine Insurance, 140 Sansome Street.

Shingle Brown & Co., Investment Securities, Merchants Exchange.

Sweetman, Charles Edward, Lubricating Oils, 857 Monadnock Building.

Travers de Jong Co., Importation and Exportation, 210 Drumm Street.

United Grocers, Food Products, 33 Spear Street.

Westerner, The, Publication, 372 Bush Street.

BUSINESS WANTS

Mr. James J. Duncan, 19 East Second Street, Cincinnati, Ohio, desires to communicate with rice milling companies in California.

Mr. G. Gritton, Wilton, Cal., wishes to communicate with druggist desiring to purchase stramonium or jimpson weed.

Mr. Jacob Posner, Taos, N. M., wishes to get in touch with firms who buy peas to split.

Madame Signore, 630 So. Main Street, Akron, Ohio, is in the market for hair goods of all kinds.

Watson Sales Corporation, P. O. Box 1, Lynchburg, Va., is in the market for scales, tanks and other store fixtures.

West Side Lumber & Door Co., Hagerstown, Md., are desirous of communicating with a broker in this vicinity who is in position to handle and place orders for lumber products, millwork, etc.

Mr. R. N. Brodie, Empire Machine Works, 461 Third Street, Oakland, Cal., desires to get in communication with firms in this city who send out die, tool or jig work, also sheet metal working firms.

Mr. H. W. Nall, Minden, Nevada, desires to get in touch with accident insurance companies in San Francisco.

Mr. G. H. Lynen, 13 William Street, N. Y., is in the market for Oregon prunes and Sultana raisins.

J. P. Onigley, 3015 E. 78th Street, Chicago, Ill., is in the market for encalyptus lumber.

Wm. J. Auer, 709 S. Euclid Ave., Pasadena, Cal., is in the market for firebrick.

Kelly Bros. Co., 72 Peters Street, Atlanta, Ga., is in the market for Dalmatian or Pyrethrum flowers.

Frank W. Anderson, 16 Woodlawn Ave., Collingswood, N. J., wishes to get in touch with inventor or producer of the Day system of coloring automobile bodies.

Odell & Menzel, 159 N. State Street, Chicago, Ill., desires to secure accounts to represent San Francisco manufacturers and jobbers in the Chicago market.

Mr. C. Garbarino, 170 Waverely Street, Farmingham, Mass., is in the market for grapes.

Mr. W. D. Fletcher, c/o Boise High School, Boise, Idaho, desires to communicate with coffee importers, dealers in canned good and food products of all kinds.

Mr. G. H. Lynen, 13 William Street, N. Y., wishes to communicate with packers and dealers in dried fruits.

Bids will be opened by the Zone General Supply Depot, Fort Mason, San Francisco, Cal., September 4th for cable, brackets, block, racks, grease, lubricant, life preservers, hose, and wire.

Bids will be opened at the Zone General Supply Depot at Fort Mason on September 11th for caustic soda, oakum, typewriter parts, washers, pipe fittings, drills, deadlight glass, lumber, nails, paints, bar iron and steel, locks and nuts. Details and specifications are on file in the Exchange Hall of the Chamber of Commerce.

The California Growers' Association of Los Angeles advise that they are in the market to dispose of 200 tons of dried peach pits.

LARGE DECREASE IN ACCIDENTS

Substantial progress is being made in the prevention of accidents on the Southern Pacific, Western Pacific, Tidewater Southern and Deep Creek roads, according to reports by R. J. Claney, Assistant to General Manager, in general charge of this phase of operation on these roads.

During the first six months of 1919 the total of all accidents regardless of time disability was 3,487, compared with 4,481 for the first six months of 1918, a decrease of 994 or 22.2 per cent.

Total accidents reportable to the Interstate Commerce Commission for the first six months of 1919 were 1,249, compared with 1,570 for the first six months of 1918, a decrease of 321 or 20.4 per cent.

Accidents per million locomotive miles on the Southern Pacific were 59.81 for the first six months of 1919, compared with 68.99 for the corresponding period in 1918, a decrease of 9.18 or 13.3; and industrial accidents per million man-hours were 20.91 compared with 24.60 for corresponding period in 1918, a decrease of 3.69 or 15 per cent.

Similar comparison of accidents with the corresponding period in 1917 shows a reduction of accidents in 1919 of 11.7 per million locomotive miles and of 31.3 per cent per million man-hours.

HIGH COST OF LIVING

In the August 30th issue of the "Argonaut" is contained an address delivered on Friday, August 22nd, before the San Francisco Commercial Club by Dr. Nicholas Murray Butler, of New York.

On account of the clear analysis given by Dr. Butler as to the reasons for the high cost of living, this article is commended to the attention of all thoughtful persons.

The "Argonaut" has to say editorially of Dr. Butler:

"In clear terms he analyzes the causes of the present inflated prices and shows in terms equally clear the only road to their correction. Prices may not be brought down by demagogic agitation nor by denouncement of individuals. The present situation is exhibited as a consequence of the working of economic forces which will continue to sustain prices until sound remedies as distinct from quack remedies shall be adopted or shall enforce themselves. * * *

Dr. Butler deals with the condition in the mood of sound statesmanship and under the inspirations of knowledge and logic. * * *

Again we commend Dr. Butler's address to public attention. It is at once the plainest presentment in relation to a matter of vital importance given to the public here or elsewhere."

COFFEE ARRIVALS

The Green Coffee Association of the San Francisco Chamber of Commerce reports the following arrivals during the past week with coffee consigned to members:

August 25, 1919—S. S. Stanley Dollar, 8,999 bags of coffee.

SEND YOUR OLD DIRECTORY TO US

The Chamber has the largest collection of out-of-the-city directories in the United States. This is due largely to cooperation of the members who have sent in their old directories, which in turn are sent to different cities who send their directories to the Chamber. The new 1919 directory for San Francisco is now in your office. Send the 1918 directory to the Chamber so that we may keep up the library. Or better still, call up the Chamber and we will send for it.

Knight-Counihan Printing Co.

SAN FRANCISCO
CHAMBER OF COMMERCE ACTIVITIES

Volume 6 | The Commercial, Financial, Industrial and Governmental Metropolis of the Pacific Coast | Number 37

Every Thursday ——September 11, 1919

Shipping Survey to be Undertaken

The following committee appointed by the Chamber of Commerce, met on Friday, September 5th, for the purpose of giving consideration to a communication written by Mr. A. C. Worthington, Vice-President of the Maritime Navigation Co.:

Marshall Dill, Chairman,
Jas. J. Fagan
B. C. Dailey
J. K. Armsby
P. C. Denroche
C. W. Cook
H. T. Powell
J. G. Stubbs
S. A. Bailey
John W. Edminson
Leon Levy
Reginald Back

Mr. Worthington in his letter pointed out the need of preparation to take over the tonnage needed by the Port of San Francisco. He also called attention to the advantages of a wide distribution of steamship stocks in the development of an American Merchant Marine. In his opinion the Liberty Loan Plan would solve this great problem.

Mr. Worthington proposes the formation of a $100,000,000 corporation with stock certificates as low as $10 in denomination. He believes that more than a million stockholders could be obtained through such a plan. He suggests that the Chamber of Commerce invite each of the interior Chambers of Commerce to send delegates for a convention to be held in San Francisco, each county to be alloted a certain pro-rata of the entire stock. Directors would then be elected, these directors to employ the most efficient steamship manager available who will form an organization to operate the ships and send to all important ports foreign trade agencies to stimulate and develop San Francisco's trade.

A discussion of the plan followed the reading of Mr. Worthington's letter. In the course of this discussion an outline was given of the work being done by the Chamber in continuance of the efforts to secure for the Pacific Coast a proper solution of the shipping problem.

During the visit of Mr. Rosseter, Director of Operations, of the U. S. Shipping Board, suggestions were made by him as to the proper way of presenting San Francisco's claims for the allocation of ships. He suggested that a thorough study of the situation in the form of a survey of shipping conditions would be necessary to bring out the facts concerning:

1. Cargo available for export.
2. Return cargoes.
3. Suggestions as to new routes, and what cargoes available for these routes.
4. Type of ship necessary.
5. Port facilities.
6. Kind of cargoes available in United States and foreign ports.

The departments of the Chamber and especially the Foreign Trade, Transportation, Industrial and Harbor and Maritime are now engaged in making reports backed by the necessary statistics. These preliminary investigations have made clear the urgency of formulating a broad plan for the

(Continued on next page)

Members of the Chamber are urged to attend a luncheon which is to be given jointly by the San Francisco Advertising Club and the Downtown Association. The speaker at this meeting will be Robert C. Fay, Marketing Manager of the Chicago Paper Company. Mr. Fay has been highly recommended to the Chamber and other local organizations as a speaker of ability. His subject will be "Selling Your City to the People."

TIME—12:15 P. M., Friday, September 12th.

PLACE—Concert Room, Palace Hotel.

LUNCHEON—$1.00.

DUN'S REVIEW

Business was badly set back by the railroad strikes, which hampered distribution, and left the jobbers with immense shipments to be made when the strike was settled, and seriously affected the receipts of perishable goods, as well as interfering with the full operation of many canneries, at the very height of the season. There is no doubt that there is considerable unrest over high prices and the investigations being made have increased this, but this does not seem to be reflected as yet by retail conditions, buying continuing as heavily as ever. In some instances however, merchants have been inclined to commit themselves for the future more conservatively, especially on high priced semi-luxuries. There is no scarcity of employment however, rents are rising, and rentable houses are very scarce. In some quarters, the more conservative merchants talk of the effects to be feared from continued expansion, and counsel careful buying and crediting, but the average run of retailers appear to be anxious to load up with increasing prices continuing. Jobbers of grocers report large Oriental shipments being made this week, on orders just obtained with more good business in sight. Domestic trade was decreased by refusal of railroads to receive freight until the strike was settled. Collections continue good. Mining machinery is not very active, but other lines are moving well, with a good deal of inquiry for tractors, and heavy farming machinery for spring delivery. Hardware is normally active, with good collections. Building materials show steadily improving demand and local lumber yards are busy. If bottoms were available a very fine foreign business could be transacted. All lines of paper are moving well, with a good foreign demand. Paper mills are working to capacity. Canneries are running to their utmost capacity, with the help available, and there seems to be no doubt that the market will absorb all that is offered in this line, in fact one large interest has issued a warning against jobbers reselling for export before delivery, fearing a domestic shortage later. Some jobbers however, express doubt whether the consumer will take to the very high prices that canned fruit will necessarily bring with present cost and consequently are inclined to hedge by selling for export. The vegetable oil market is weaker, but this is considered temporary only. There were 717 sales of real estate in July for a total of $3,667,140 and 784 releases of mortgages and reconveyances for a total of $4,576,484. The real estate market is active and building continues to increase.

MONEY MARKET

Dealers in investment securities report demand very good, offerings of local and Eastern issues being readily absorbed. Commercial paper is in average good demand. Interest rates for short time loans are well maintained.

(Continued from preceding page)

future of San Francisco's shipping, and this plan being adopted, the necessity of solidly crystalizing public opinion behind it.

It was the unanimous opinion that no plan could be intelligently considered by the community until after a study of present conditions and future needs. Therefore the following resolution was adopted:

RESOLVED that it be recommended to the Board of Directors of the San Francisco Chamber of Commerce that a large representative meeting of persons interested in shipping and foreign trade be called at which the need for a survey of shipping and cargo resources and opportunities between the port of San Francisco and foreign territories will be presented and the assistance and active cooperation of shipping men, exporters and importers will be urged.

That this be followed by the appointment of a small committee who will direct the survey now being undertaken by the San Francisco Chamber of Commerce for the purpose of determining the broad policy upon which demands may be made by the Port of San Francisco for the allocation or purchase of ships needed to furnish service required for the development of the foreign commerce of San Francisco and tributary territory.

TRADE AT A GLANCE BY BRADSTREETS

SAN FRANCISCO

Wholesale and Jobbing Trade—Good.
Retail Trade—Good.
Manufacturing and Industry—Active.

SEATTLE

Wholesale and Jobbing Trade—Good.
Manufacturing and Industry—Active.
Collections—Good.

PORTLAND

Wholesale and Retail Trade—Good.
Manufacturing and Industry—Fair.
Collections—Good.
Lumber and Shingle Trade—Active

SPOKANE

Wholesale and Retail Trade—Good.
Manufacturing and Industry—Active.
Collections—Excellent.
Crop Situation—Good.

LOS ANGELES

Wholesale and Retail Trade—Good.
Manufacturing and Industry—Active.
Collections—Good.

MANY CONTENTIONS ADVANCED ON HIGH COST OF LIVING

According to the National Industrial Conference Board an analysis of current proposals for reducing cost of living indicates widespread belief in possibility of coincidently increasing production and lowering return to producers, with no offsetting factor.

Speculative profiteering is a separate matter and has comparatively little to do with prices received by primary producers; curbing by Government of such speculative profiteering is possible and may favorably affect market prices to ultimate consumers to some extent; but any restriction that will operate to reduce returns to actual producers cannot reasonably be expected to operate to increase production.

Apparently, the dependence of the Government is on sentimental factors to effect this much needed improvement. Encouragement of industry by reopening European markets fast closing because of exchange rate too strongly favoring the American dollar, and by every means that will reduce the cost of production, would seem to be the only factors available for increasing production, unless the Government is willing to allow an open market with a temporary rise in prices.

Many economists believe that the speediest possible return to an open market is the shortest cut to a reduction in the cost of living, and this belief would seem to be borne out by such evidence as is available. Removal of legislative restrictions rather than imposition of new restrictions would be the cure indicated by this line of reasoning.

CHARITIES ENDORSEMENT COMMITTEE

ASSOCIATED CHARITIES CAMPAIGN

A campaign to raise funds for the work of the Associated Charities, will begin September 14, 1919, and continue to September 20, 1919.

The amount desired, to carry on the work of the Associated Charities for 1920, is $150,000.

The organization is endorsed by the Charities Endorsement Committee of the Chamber of Commerce.

The campaign is under the direction of a representative committee of prominent citizens, and has the approval of many civic organizations.

The headquarters of the Campaign Committee are in the Palace Hotel.

MARINE DEPARTMENT

Steel Freighter Portola Plumas was launched from the Bethlehem Shipbuilding Company, Alameda, on August 30th.

Steamer Aurelia has been sold by the Pacific Steamship Company to Peruvian owners, and will soon leave here for the West Coast, in which trade she will ply in the future.

Steamer Osaqumsick, arriving here from Honolulu, brought a full shipment of canned pineapples amounting to 310,000 cases.

The new steel Steamer Grace Dollar has been chartered by the U. S. Government to bring cargo coal from Norfolk to San Francisco. Upon discharge here the vessel is to go on berth, October loading, for Kobe, Shanghai, Hongkong and Manila, in the Robert Dollar line, the owners. Steamer Cadaretta sails on September 13th for Shanghai and Manila under the Dollar house flag.

Matson Navigation Company announce the sailing from this port of the Steamer West Cawthon, with freight only, for Manila direct, during the month of October.

J. D. Spreckels & Bros. Company, agents for the Java-Pacific Line, will dispatch the Steamer Bintang on September 16th for ports in Java and Straits Settlements. The Bengkalis follows on October 10th, and the Billiton, (taking both passengers and freight) in November. For Australia they will send the Jaeox in September, and Sonoma on September 9th.

W. R. Grace & Co. have notified this department of the sailing dates of vessels in their various lines. For ports in Peru and Chile, the Steamer Santa Alicia will leave here on October 1st. For Norway, Sweden and Finland the Swedish Motorship Lima will get away on September 25th. The Steamer Lake Sanford will steam from Puget Sound on September 15th and from San Francisco on September 20th for Havana and Cienfuegos.

Pacific Mail Steamship Company have notified this department of a direct regular freight service via Panama Canal between Atlantic and Pacific ports, with the following new steamers: Point Adams, Point Bonita, Point Judith, and Point Lobos. First sailing about October 7th from Baltimore for San Francisco via San Pedro, subsequent sailings every three weeks. The Eastbound first sailing from this port will be about November 7th and from San Pedro November 9th and thereafter every three weeks. Steamers call enroute both directions at Puerto Colombia. Corinto, Nicaragua, Acajutla, Salvador, and San Jose de Guatemala and Havana, Cuba, on Eastbound voyages. The above named steamers are steel, having recently been constructed for the United States Government.

Union Steamship Company's Steamer Moana arriving here from Wellington on her last trip, brought 4 boxes of gold, shipped by the National Bank of New Zealand, to the Canadian Bank of Commerce. Valued at $69,765.00.

The Shipping Board sailing ship Arapahoe, under charter to Strauss & Co. squared away from San Francisco last week for Queenstown, with a cargo of 3,450 tons barley.

Toyo Kisen Kaisha Koyo Maru, arriving here last week on her maiden voyage from the Orient, brought some extra large shipments, which will be distributed over the entire United States, consisting of 18,592 bags rice, 1,000 bales cassia, 2,105 bales gunnies, 1,500 boxes firecrackers, 33,723 sacks peas and beans, 4,560 bags coffee beans, over 10,000 packages Chinese and Japanese merchandise and other shipments such as oil, canned crab, miso, peanuts, matting, etc.

Steamer Cotati, 4,385 tons register, recently launched in this harbor, left last week on her maiden voyage for Queenstown, carrying 111,816 sacks flour.

SEPTEMBER 17TH TO BE CONSTITUTION DAY

Governor Stephens in Proclamation Calls People to Renewed Contemplation of Forefathers' Work

September 17th is called the birthday of the Constitution of the United States, because on that day in the year 1787 the Federal Convention which drew up that great Charter of Human Liberty completed its work and adjourned.

Before its adoption, our Constitution was carefully and widely debated by all of the people. These discussions continued for more than a year and afforded an opportunity for the freest expression of opinion from every citizen and every social group in our country. John Fiske, the historian, records the following incident as typical:

"As the weeks went by and the issue seemed dubious, the workingmen of Boston * * * held a meeting at the Green Dragon Tavern, and passed resolutions in favor of the Constitution * * * When Adams had read the paper, he asked Paul Revere, 'How many mechanics were at the Green Dragon when these resolutions were passed?' 'More, sir, than the Green Dragon could hold.' 'And where were the rest, Mr. Revere?' 'In the streets, sir.' 'And how many were in the streets?' 'More, sir, than there are stars in the sky'."

Because the people had thus deliberately accepted the Constitution, it could with literal truth begin:

"We the people of the United States * * * do ordain and establish this Constitution for the United States of America."

The above paragraphs are taken from a pamphlet issued by the National Industrial Conference Board, an organization of great merit doing research and investigation work into all industrial matters and reporting faithfully the unbiased results obtained.. In his Proclamation Governor Stephens urges that a regard for the Federal Constitution be promoted, as that document is the national bulwark.

In part he states, "a spirit of irresponsible assault on our institutions prevails to a considerable extent in our land. The arts of clever propaganda seem formidable against our courts and constitutions. This advocacy of lawlessness and ruin cannot endure. The sound citizenship of our country will manifest itself and the vicious agitation must soon disappear. It is the duty of all loyal Americans to denounce the promotion of an anarchistic doctrine and to assert themselves in the support of the laws that guarantee peaceful pursuit and safety of the people and their liberties."

San Francisco Chamber of Commerce Activities

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For What You Want to Know —— Call KEARNY 112

ATTENTION OF MERCHANTS DRAWN TO USE OF TERM "F. O. B."

The Chamber is in receipt of a letter from the National Foreign Trade Council, advising that correspondence from Australia has reached that organization complaining of what is termed by Australians as "the mis-use of American manufacturers and exporters of the term "f. o. b. New York."

The Australian complaint is that manufacturers and exporters who have quoted "f. o. b. New York" have interpreted that quotation to include merely delivery within the limits of the port of New York, and not necessarily actual delivery of the merchandise on board the overseas vessel.

The Australian contention is that the term f. o. b. has only one meaning namely; "freight on board overseas vessel" at the port named; and that a quotation "f. o. b. port" means that the purchaser has no charge to meet except those connected with ocean freight and insurance.

While this complaint has been directed to the National Foreign Trade Council in connection with the port of New York, it is thought that the information might be of some value to San Francisco merchants as well. Quotations should in all cases be made specific so that there will be no difference in the understanding of the term "f. o. b. San Francisco."

SHIP AUCTION AT PAPEETE

The Chamber is in receipt of the following notice from the local Consul-General of France:

On the Saturday, November 8, 1919, 2 P. M., at Papeete, Tahiti, (General Secretary's Office) will be put up for auction the hull of the first class aviso "Kersaint," 1,200 tons, run aground on the reef at Moorea (near the pass of Opunohu). The hull is made of steel with wooden sheathing and copper bottom including all the stock remaining on board, viz: a steam engine 1,500 H. P., auxiliary engines, about sixty tons of coal of which about 40 tons are easy to raise and the balance immerged, without any guarantee from the Government.

Upset Price—Seven thousand five hundred francs.

SWITZERLAND TO HAVE INTERNATIONAL FUR FAIR

The local Consul-General of Switzerland advises the Chamber that there will be held in Lucerne, Switzerland, from the 11th to the 17th of this month what is known as the International Fur Fair. A great number of applications are reported to have been received for exhibits and every attention is to be given to foreign visitors.

FOREIGN TRADE OPPORTUNITIES

3303. Bucharest, Roumania. Party is desirous of entering into commercial relations with manufacturers and exporters, especially interested in dried and canned fruits.

3304. Lima, Peru. Firm is desirous of getting in touch with manufacturers of envelopes of all classes and sizes.

3305. Nordhausen, Germany. Firm desires to represent in Germany, exporters of cotton-flannels, sateens, velveteens, manchesters, panamas, linens, etc.

3306. Birmingham, England. Party desires to represent in England, manufacturers of hosiery, leather goods, buttons and cotton goods.

3307. Toulouse, France. Party is desirous of representing some American firm that would wish to establish a branch house or depot in the section of Toulouse or Bordeaux.

3308. Buenos Aires, Argentina. Import and export firm desires to get in touch with exporters of dried fruits, apples and lumber.

3309. St. Gall, Switzerland. Firm desires to get in touch with firms exporting the following: spices, rice, sugar and glucose, alimentary oils and fats, dried fruits, jams and jellies, beans, lentils, coffee, starch, condensed milk, salted meat, honey, tea, etc.

3310. Paris, France. Commission merchants wish to communicate with manufacturers of canned fruits, vegetables and fish, desiring a representative in France, especially Paris and north regions.

INSUFFICIENT POSTAGE TO THE ORIENT

The Foreign Trade Department has received, during the past few weeks, quite a number of complaints from American Consuls in regard to failure of American merchants to put proper postage on their foreign letters.

Other nations are not slow to take advantage of this fact, claiming that if American business men do not take the trouble to properly prepay postage, they naturally will not take much interest in the packing, shipping, or other incidentals connected with foreign trade.

PENANG MOTOR CAR DIRECTORY AND GUIDE

The Foreign Trade Department is in receipt of a copy of the Penang Motor Car Directory and Guide for 1917, which can be seen upon application. They are soliciting advertisements for their 1919 edition, which will shortly appear. Interested merchants may see the Guide on application.

NEW APPLICATIONS FOR MEMBERSHIP SINCE LAST REPORT

Beanston Co., Geo. A., Commission Merchants specializing in Hay, Grain and Mill Feeds, 310 Sansome Street.

Cheek, Powell & Gillis, Brokers, Importers and Exporters, 519 California Street.

Edmondson, W. R., Mgr. Western Union Tel. Co., 258 Montgomery Street.

Foreign & Domestic Trading Co., The, Import and Export Merchants, 519 California Street.

Gabriele, Harrison, Vocational Adviser, 845 Flood Building.

Harris & Co., F. E., Importers and Exporters, 318 Clay Street.

Italian Directory Pub. Co., Italian Directories, 601 Chronicle Building.

Jas. V. Lasson & Co., Mdse. Brokers and Mfg. Agents, 24 California Street.

Oliver Typewriter Co., The, Mfr. and Selling Oliver Typewriters, 365 Market Street.

Stephens Commercial Co., Importers and Exporters, 23 Main Street.

Testa Cigar Co., Wholesale Cigars, 407 Sansome Street.

TRANSCONTINENTAL MOTOR CONVOY ENTERTAINED BY CHAMBER OF COMMERCE

National Highway Needs Pointed Out By Experts

The officers of the U. S. Army Transport Corps as well as the officers of the local division of this branch of the Army, together with motor dealers and men interested in highways gathered together recently for luncheon in the San Francisco Commercial Club as guests of the San Francisco Chamber of Commerce. The end of this remarkable trip has created the greatest interest and enthusiasm both from a commercial and military point of view.

The speakers at the luncheon gave every praise to the personnel of the corps for its part in the splendid achievement and commended the U. S. Government for its initiative in pioneering a movement which will give great impetus to highway building throughout the United States.

Dr. S. M. Johnson who represented the Government as spokesman throughout the entire trip and who is also associated with the American Automobile Association gave an illuminating account of the transcontinental journey. He pointed out the great part which motor driven vehicles had played in the war just completed and asserted that the immense expenditure by the Government for motor trucks and equipment would be in part wasted unless our highway systems are developed to take care of the enormous traffic, both freight and passenger, which will be carried throughout every part of the United States by motor vehicles. The durability of motor trucks, he stated, is naturally effected by the character of highways over which they must travel and by a system of paved highways throughout the Nation a great saving will be effected in the upkeep and length of life of the machines.

Dr. Johnson gave great credit to the Lincoln Highway Association for its effort in initiating transcontinental routes and the unselfishness of the officials and supporters of this organization in giving financial and advisory assistance to communities who for some reason or another were behind in highway construction. He further pointed out that there is now before Congress a measure known as the Townsend Bill which should receive the support of merchants, farmers and all business and commercial elements not only for the benefits to be derived commercially but as a military necessity as well.

Dr. Johnson was followed by Mr. Adolph Mack, who for the past three years has served as Chairman of the Highways Committee of the San Francisco Chamber of Commerce. Mr. Mack pointed out what California has done in the way of highway building and also what California and other States in the Nation have done and stated that notwithstanding the pre-eminence of our country in the use of motor vehicles that we are at present far behind many other countries in the construction of permanent roads. During the last few years Mr. Mack has visited practically every country on the globe and has made a particular study of highway systems.

Most highways in foreign countries, he asserted, had been built of military necessity, some of them even before the era of railroad transportation but are still in a condition of great excellence due to a proper effort for maintenance. In our own country Mr. Mack said we have in a measure been content to put down our highways and then make little provision for maintaining the original construction.

Mr. Mack stated that he was a member of the Federal War Council and that the Townsend Bill as stated by Mr. Johnson should receive the united support of all communities and asserted that the San Francisco Chamber of Commerce was heartily in accord with Dr. Johnson's statements.

Those attending the luncheon were also accorded the privilege of getting a direct statement of the activities of the Lincoln Highway Association through Mr. B. F. Bement representing that organization. Mr. Bement gave the early history of the Lincoln Highway movement and stated many interesting facts regarding their activities. The Lincoln Highway Association, he said, initiated the idea of a transcontinental highway with the sole purpose of getting the movement under way and the thought in mind that other transcontinental highways would later be developed when the immense advantage and service rendered by the first road had been realized. No less than five or more great highways across the Nation should be planned for as a commercial and military need, stated Mr. Bement, and while it was thought when the movement was started that no less than a quarter of a century would elapse before this idea would become prevalent generally, only six years and Congress is now considering an appropriation which will furnish to all States money and incentive for highway development.

Following Mr. Bement, Mr. L. A. Nares, past-president of the State Automobile Association and a man responsible for inducing statewide interest in good roads touched upon many pertinent thoughts in connection with highway construction. Mr. Nares commended the work of the Lincoln Highway Association and also the effort being made to secure the passage of the Townsend Bill. However, he stated that the Townsend Bill, as at present framed, would be insufficient to take care of the highway development necessary to the Nation. Some of its provisions he explained should be changed if the Western States are to receive proper recognition. The road distances in some of our sparsely settled middle States must be taken into consideration and a proper allotment of funds made for construction in these communities. Mr. Nares asserted that California as a whole was greatly interested in the construction of national highways and offered as a suggestion that there be outlined at once a plan which would give each State at least one East and West and one North and South main highway; that the roads be so planned as to make continuous highways throughout the entire country. He gave it as his opinion that once this initial highway development was instituted constant and continuous growth would ensue.

Following Mr. Nares, Colonel Charles W. McClure, Commanding Officer of the Motor Convoy, gave an interesting account of some of the details of the trip. He stated that when the convoy reached Placerville, just this side of the State Line, that the trip was practically the same as ended. He commended the wonderful highway development in California and heartily endorsed the opinions expressed by the previous speakers. Colonel McClure stated that everywhere along the routes traversed by the Transport Corps they have been welcomed enthusiastically.

Robert Newton Lynch, Vice-President and Manager of the Chamber, as Chairman of the gathering welcomed the Motor Convoy officers and congratulated them upon the successful completion of the great undertaking. Mr. Lynch stated that the eyes of himself and others of the Board of Directors of the Chamber present, had been opened to new possibilities in the matter of transportation as a result of this trip and of the remarks made by the previous speakers. He stated that practically the whole force of the Chamber of Commerce was at the present time engaged in effecting a solution of Pacific Coast and National shipping and transportation problems; that every effort was being made to secure the return of the railroads to private ownership and to bring about the best possible operation of the ships necessary for foreign commerce. In addition to this Mr. Lynch stated the new possibilities of transcontinental and interstate commerce by means of motor trucks would at once have the consideration of the San Francisco Chamber; that it was evident that this method of transportation was to become one of the greatest importance to the business interests of the country. Mr. Lynch further said that all transportation and shipping problems should be placed upon a basis of competition so that no one agency or class could tie up the transportation of the country to its individual advantage. In commenting upon the remarks made by Dr. Johnson, Mr. Bement, Mr. Nares and Colonel McClure, Mr. Lynch again promised the united support of San Francisco business men for any movement which would tend to give impetus to highway construction and development.

CUMMINS BILL OFFERED

Senator Cummins, September 2nd, introduced the bill which is to become the foundation of the Senate committee's settlement of the railroad question. The bill represents the work of a subcommittee and constitutes its report to the full committee. In introducing it, Senator Cummins had it referred to the interstate commerce committee.

The measure, on inspection, shows that reports as to what the subcommittee was agreeing on have been fairly accurate. It adopts the suggestion that there shall be a transportation board, the chief duty of which shall be to study transportation problems and then, by direct or indirect action, put its solutions into practice. For seven years consolidation would be voluntary. After that they would be made upon orders.

The fundamental or keynote expression in the measure is that it is the policy of the country to have the railroads of the country consolidated into no fewer than twenty nor more than thirty-five distinct systems, the consolidations being made in such way as to preserve competition as fully as possible, and that wherever practicable, existing routes and channels of trade shall be retained and maintained. This consolidation into the smaller number of systems would be accomplished so that the cost of transportation as between competitive systems and as related to the value of the railroad properties would be the same so far as practicable, to the end that the systems might make uniform rates in the movement of competitive traffic and under efficient management earn substantially the same rates of return on the investment.

The Transportation Board would consist of five members appointed by the President and confirmed by the Senate, with terms of ten years, each member receiving $12,000 a year and, while so serving, having no employment by a railroad or interest in the stocks or bonds of a railroad. The Interstate Commerce Commissioners would also receive $12,000 a year.

The first duty of the Board would be to adopt a plan for the consolidation of the railroads, which, when approved by the Interstate Commerce Commission, would serve as a guide for the corporations embraced within the part of the plan so approved.

Broadly speaking, the Transportation Board would be the guide and mentor of the railroad corporations, making recommendations to the Interstate Commerce Commission as to the necessities of the situation in a given territory and the railroads therein.

The board would have the administration of the car service and safety sections and the right in time of congestion to divert traffic. In other words, the Commission would become a rate body, with no outside work other than that of supervising the issuance of securities.

The bill provides for federal incorporation. It allows seven years for the existing companies to make consolidations and reincorporate under federal law. In the federal corporations there would be two directors representing the classified railroad employees and two representing the government. The board of directors of a company might consist of not fewer than eleven nor more than fifteen persons.

There would be compulsory arbitration by a board comprised of four representatives of the companies and four of the workmen. If they could not agree, then the Transportation Board would make a binding decision. Strikes and lockouts would be made offenses punishable by a fine not exceeding $500, or imprisonment for six months, or both.

Returns in excess of a fair rate would be divided into two parts. One-half of the excess would be used in what might be called welfare work and profit sharing among the employees. The other half would go to the board for investment in equipment to be rented to carriers not having money with which fully to provide themselves.

These constitute the outstanding provisions relating to consolidation and reincorporation and management after reincorporation and consolidation. The bill consists of forty-seven sections divided about equally between reorganization of the railroads and the regulation of their rates, rules and practices.

The most prominent feature in the sections relating to regulation is the embodiment of a rigid long-and-short-haul rule.

The first section would repeal the federal control law. That repeal would take place on the last day of month in which the measure was enacted. The bill also provides that the railroads be returned to their owners on that day.

Rates in force at the time of repeal would remain effective until changed by "competent authority."

Advances that have been made to railroad by the government, when they have been used as capital, would be funded into five per cent bonds; other indebtedness would be evidenced by six per cent notes.

On the passage of this bill the Commission would "divide the country into rate districts and the carriers into rate groups for rate-making purposes." The language of that section is not clear, but it may be construed to mean that the Commission would call the present classification territories "rate districts" and that the carriers would call the rate territories "rate groups."

Hearings would be held as to the adequacy of rates at the time of return in any district or group, considering the district or group as a whole. This question would be tried apart from any question as to a rate on a particular commodity or rates for a particular community.

In making rates the Commission would take into consideration the "interest of the public, the shippers, the wages of labor, the cost of maintenance and operation, including taxes, and a fair return on the value of property used or held for the purpose of transportation, and it is required to advance or lower rates accordingly."

New schedules of rates filed within thirty days after federal control ceased would become effective in four months, with such changes as the Commission might order.

Senator Cummins says this proposed act is to constitute a guaranty to the carriers that have made contracts for compensation of a proportionate amount of the contract compensation. With respect to carriers that have not made contracts, he says, it is to constitute a guaranty of a proportionate railway operating income. If any railroad earns in excess of the guaranty the excess is to go into the federal treasury.

A dozen or more sections of the bill propose to amend the act to regulate commerce so as to bring in wire and wireless companies, in practically the same terms as are used in the Esch-Pomerene bill. In a broad way of speaking, all the provisions changing the regulating statute are the same as in the Esch-Pomerene bill except the one proposing the rigid long-and-short-haul rule.

SAN FRANCISCO DISTRICT FREIGHT TRAFFIC COMMITTEE—DOCKETS

Docket 2368—(Hearing 10 A. M., September 24th)—Ground alfalfa and alfalfa meal. Proposal to extend storing in transit privileges now effective on grain and grain products to include alfalfa meal.

Docket 2369—(Hearing 10:15 A. M., September 24th)—Cement water pipe, cement drain tile, cement piling, cement lamp posts and cement meter boxes. Proposal to apply same carload commodity rates as now authorized on clay sewer pipe between points in California.

Docket 2371—(Hearing 10:45 A. M., September 24th)—Vegetables, less carloads. Proposal to cancel present commodity rates from Niles to San Francisco.

Docket 2372—(Hearing 11 A. M., September 24th)—Floor covering, viz: Imitation floor oil cloth or linoleum, carloads. Proposal to reduce rates from San Francisco, Oakland, San Jose, etc., to points in Montana, via Portland, Oregon.

Docket 2373—(Hearing 11:15 A. M., September 24th)—Proposal to cancel through rates in connection with Crowley Launch & Tug Boat Company, and E. V. Rideout Co. (except on sugar from Crockett, Cal.) from and to points now provided in all local, joint and transcontinental tariffs now in effect.

Docket 2375—(Hearing 2 P. M., September 24th)—Walnut meats, canned, carloads. Proposal to reduce rates from California terminals and intermediates to Eastern points.

Docket 2376—(Hearing 2:15 P. M., September 24th)—State toll on charcoal. Proposal to increase charge from 5 cents to 10 cents per 35 sacks of 55 lbs. each.

Docket 2381—(Hearing 3:30 P. M., September 24th)—Feldspar and silica, carloads. Proposal to reduce rates, Dneor, Cal., to San Francisco, to 15 cents per 100 lbs.

Docket 2382—(Hearing 3:45 P. M., September 24th)—Scrap tin plate, carloads. Proposal to reduce rate, California terminals and intermediates to Chicago, from 75 cents to 62½ cents per 100 lbs., minimum 80,000 lbs.

Docket 2383—(Hearing 4 P. M., September 24th)—Fibre board packing cases, carloads. Proposal to reduce rate, Stockton to San Francisco, from 14 cents to 7½ cents per 100 lbs.

Docket 2384—(Hearing 10 A. M., September 25th)—Structural iron or steel, viz: Angles, bars, beams, plates, etc. Proposal to reduce rates from Eastern points to California terminals and intermediates.

Docket 2385 (Hearing 10:15 A. M., September 26th)—Oils, paints, (compounded). Proposal to reduce rates from California terminals and intermediates to Eastern points.

Docket 2388—(Hearing 11 A. M., September 26th)—Beet seed, carloads. Proposal to cancel commodity rates from San Francisco and Oakland to Forest Home and Dougherty, Cal.

Docket 2389—(Hearing 11:15 A. M., September 26th) Mineral water and ginger ale, in packages, less carload. Proposal to cancel commodity rates from Truckee, Cal., to San Francisco and Oakland.

Docket 2390—(Hearing 11:30 A. M., September 26th)—Canned goods, carload. Proposal to cancel commodity rate from Santa Paula, Cal., to San Francisco and Oakland.

Docket 2391—(Hearing 2 P. M., September 29th)—Ash, volcanic or pumice stone, carloads, from Mabel, Cal., to San Francisco and Oakland. Proposal to cancel commodity rate.

Docket 2392—(Hearing 2:15 P. M., September 29th)—Ochre, carloads, from Placerville, Cal., to San Francisco and Oakland. Proposal to cancel commodity rate.

Docket 2394—(Hearing 2:45 P. M., September 29th)—Feldspar and silica, carloads. Proposal to reduce rate from Lakeside, Campo and Jacumba, Cal., to San Francisco, Oakland, etc., to 30 cents per 100 lbs.

Docket 2396—(Hearing 3:15 P. M., September 29th)—Caustic soda and chloride of lime, carloads. Proposal to reduce rate, Pittsburg, Cal., to San Francisco and Oakland, from 4½ cents to 3¾ cents per 100 lbs.

Docket 2397—(Hearing 3:30 P. M., September 29th)—Coke, carloads. Proposal to reduce rate, Wilkeson, Wash., to San Francisco, from $10 to $7.50 per ton.

Docket 2399—(Hearing 4 P. M., September 29th)—Mustard flour, carloads. Proposal to reduce rate, Rochester, N. Y., to California terminals and intermediates, from $2.81½ to $1.69 per 100 lbs.

PLACEMENT BUREAU

DISCHARGED SOLDIERS AND SAILORS

256. Captain, Infantry, discharged, desires position as executive or sales manager. Have road, office and legal experience. Can give local references.

257. Young man, age 23, married, desires sales or clerical position with firm desiring an ambitious wide awake man.

258. Service man recently discharged desires executive position. Seven years experience previous to enlistment in similar position.

259. Returned officer, age 25, desires executive position small manufacturer or jobber, complete charge office or sales.

260. Ex-service man desires clerical position with commercial firm. Four years experience as passenger rate clerk and Government accountant.

261. Ex-service man, high school graduate, 4 years business experience, desires position with possibility of outside work.

262. Young man, university graduate, desires position whereby he will have opportunity to learn the business. Salary no object at first.

GENERAL APPLICATIONS

1470. Man, experienced sales manager, electrical appliances, pumping machinery and power transmission. Experience, 10 years Coast trade.

1471. Purchasing agent. Experienced in steamship supplies, desires connection with firm operating steamships, as purchasing agent or similar position. Five years experience, executive ability. Best local references.

1472. Gentleman with several years experience in Latin-American importing and exporting business, desires position. Speaks and writes both English and Spanish.

1473. Executive sales manager, purchasing agent, college graduate, 32 years old, married, 12 years business experience, 6 years Pacific Coast, wants executive position in any line of business, where a high-class man is needed. At present employed. Can furnish unquestionable references.

SPECIAL NOTICE

WANTED—A manager for a firm shipping 150 cars California apples yearly. This firm has been in business nineteen years; has its own selling organization and acts as selling agents for other producers and packers. As the manager is leaving the country for an indefinite period a position is open for a manager. The applicant must be a man of unquestionable character, experienced salesman and in every way a high-class man.

1474. Young man in employment of East Indian merchants, now on vacation would like to settle in San Francisco, in preference to returning to the Orient. Has had 12 years experience in shipping in the Orient. Has acted as traffic manager Port Trust Rankoon for 4 years. Seeks appointment in shipping business.

BUSINESS WANTS

M. P. Kepford, General Delivery, Modesto, Cal., is in the market for portable houses.

E. H. Simair, Box 256, Exeter, Cal., is in the market for notions and toys, wholesale.

Phil. Boutcher, 1023 Collings Road, Yorkship Village, Camden, N. J., is in the market for dried bear meat.

Peter Theisen, Box 201, Akron, Ohio, is in the market for cut cardboard letters and figures.

Wm. Ross, 238 Henry Building, Seattle, Wash., is in the market for 7ft. slow speed Chilian mill; Blake type crusher; 50 H. P. horizontal tubular boiler; 35 H. P. throttling side crank engine; 560 lbs. quicksilver and 134 lbs. Prussiate potash.

G. Ikushima, P. O. Box 70, Nippon Sta., Seattle, Wash., is in the market for watches and jewelry, wholesale.

W. M. Beard, 702 Sheridan Street, Vallejo, Cal., desires to get in touch with mining companies operating in Chile, South America.

J. E. Ollerton, Banff, Canada, desires to make arrangements to represent San Francisco firms in China.

I. P. Frink, Inc., 24th Street and 10th Ave., New York City, wishes to secure a representative to handle the sale of reflectors for lighting, in the San Francisco market.

Mexican Loan & Hardware Co., 812 S. El Paso Street, El Paso, Texas, is in the market for hardware, wholesale.

M. F. McCabe, R. 1, Box 51, Torrance, Cal., is in the market to dispose of popcorn in carload lots.

American Import Co., 16 First Street, San Francisco, is in the market for rodomite.

J. H. Thaw, c/o J. W. Smith & Co., Seattle, Wash., is in the market to dispose of canned salmon and castor beans.

Clyde T. Gordon, 1115 Monroe Street, Red Bluff, Cal., desires to secure a market for holly berries.

John C. Hayes, 2334 West 30th Street, Los Angeles, Cal., is seeking a market for 6,000 lbs. of honey packed in 5-gallon cans.

C. C. Lassiter, 903 Mesa Ave., El Paso, Texas, wishes to get in touch with mining companies in this State.

AUCTION

There will be sold at public auction at Camp Kearny, Cal., Salvage Division, at 9 A. M., September 22nd, several Ford touring cars and trucks; a Studebaker roadster and 4 trucks; frame for Kelly-Springfield truck; and on September 16th a large amount of tentage will be sold at auction.

PROPOSALS AND BIDS

Proposals will be received at the Zone General Supply Depot, Surplus Property Division, Fort Mason, for the sale of Government-owned steel plates, angles, spiders and spindles, saddle trees, B. S. stocks and dies.

Proposals will be received at Zone General Supply Depot, Surplus Property Division, Fort Mason, for the sale of Government-owned leather, grease and a steam roller.

Bids will be opened by the Zone Supply Officer at Fort Mason on September 16th for apples and bacon in cans.

Bids will be opened by the Zone Supply Officer at Fort Mason on September 12th for 30,000 lbs. of butter; and on September 20th for fresh beef.

Bids will be opened at U. S. Army Engineer's office, 405 Custom House, San Francisco, on September 12th for a quantity of Oregon pine lumber.

Details and specifications are on file in the Exchange Hall of the Chamber of Commerce.

GLOVE CONCERN ENLARGES

Moss Glove Company have again outgrown their present factory at 1370 Mission Street, where they occupy a four story building. Mr. Monroe L. Marx, President of this company is leaving for France the first of October to purchase a French glove and open a Paris office. With this connection, owning their own foreign factory, as well as their own domestic factory, this will make this one of the most complete glove organizations in the United States.

They will also open offices in New York City to handle the Eastern end of their business.

DRAKE LOCK-NUT CO. DOING LARGE EXPORT TRADE

The Drake Lock-Nut which was originated and first manufactured in San Francisco is now fast developing an export trade, having recently sold several large orders to Australia, New Zealand, Java, Siam, China and other Oriental points, also South Africa.

An exclusive agency for the sale of Drake Lock-Nuts was recently placed with one of the largest concerns covering South Africa and another in New Zealand and still another in Australia.

In addition they have a large plant at Cleveland that is supplying the automobile and machinery trade in that great industrial center.

PUBLISHING COMPANY HAS RAPID GROWTH

The McGraw-Hill Co., which opened in San Francisco in 1914 with desk room, now have ten offices and control eleven publications on engineering and electricity. The most recent acquisition is a Journal on Electricity, a local publication.

Mr. N. A. Bowers, is Directing Editor and Manager, and Mr. W. M. Demmy, Business Manager.

The Chamber is also informed that Cruse Carriel, San Francisco newspaperman, entered the Business Department of this publishing company.

LOCAL CONCERN BRANCHES OUT

The Chamber is advised that Paul R. Ruben & Co., 2 Pine Street, San Francisco, have extended their operations so that they now may have a system of connections throughout the United States. The Manager of their Import and Export Department is at the present time in the Far East establishing agencies and connections which will undoubtedly bring them a great development of their foreign trade.

NEW TARIFF COVERING PORT CHARGES

The Traffic Bureau has on file the new tariff of the United States Railroad Administration naming charges for handling, loading, unloading, wharfage and storage of all freight handled over docks, wharves or warehouses at Astoria and Portland, Oregon; Everett, Seattle and Tacoma, Washington. We will be pleased to answer any inquiries concerning this issue.

COFFEE ARRIVALS

The Green Coffee Association of the San Francisco Chamber of Commerce reports the following arrivals during the past week with coffee consigned to members:

September 2, 1919—S. S. Bintang, 35,906 bags of coffee.

Knight-Counihan Printing Co.

SAN FRANCISCO
CHAMBER OF COMMERCE ACTIVITIES

Volume 6 | The Commercial, Financial, Industrial and Governmental Metropolis of the Pacific Coast | Number 38

Every Thursday ——September 18, 1919

Coming Foreign Trade Convention to Consider Problems of the Pacific

With the cooperation of the commercial organizations and leading business firms of all of the principal Pacific Coast cities, it is planned to make the convention of the Foreign Trade Council, at San Francisco in May of next year, the most memorable both in attendance and in results of any of the conventions held by this organization. The National Foreign Trade Council in its membership represents approximately three-fourths of the invested capital of America.

At the last convention in Chicago in May of the present year, it was decided to hold the next convention in San Francisco, and it was further decided that the subject of the convention would be "The Problems of the Pacific." The decision to hold the seventh convention on the Pacific Coast and to have in cooperation the principal trade centers of the Pacific Coast, indicates the importance with which the big industrial centers of America view the possibilities of trade development across the Pacific routes.

National Leaders Represented

James A. Farrell, President of the United States Steel Corporation, is Chairman of the National Foreign Trade Council; R. H. Patchin, Manager of the Foreign Trade Department of W. R. Grace & Company, of New York City, is Treasurer and O. K. Davis, of 1 Hanover Square, New York City, is Secretary. The council embraces sixty-nine men who were organized from the leading industrial, commercial and financial factors of America.

Among the men who give their time and thought to the problem of foreign trade in the Council are Frank A. Vanderlip, President of the National City Bank, of New York City; Louis W. Hill, Chairman of the Great Northern Railway, of St. Paul; Samuel P. Colt, President of the United States Rubber Company, of New York City; Frederick J. Koster, President of the California Barrel Company, of San Francisco, and former President of the Chamber of Commerce; Cyrus H. McCormick, President of the International Harvester Company, of Chicago; Alba B. Johnson, President of the Baldwin Locomotive Works, Philadelphia; Willis H. Booth, formerly of Los Angeles, California, and now Vice-President of the Guaranty Trust Company, of New York City and P. A. S. Franklin, President of the International Mercantile Marine, of New York. The other members of the committee are all of equal importance in their respective fields.

Pacific Coast Committee

The committee that will have charge for the Pacific Coast of the forthcoming convention is composed of Frederick J. Koster, Chairman; Robert Dollar, President of the Robert Dollar Company, of San Francisco, and J. K. Armsby, President of the California Packing Corporation, San Francisco. Headquarters are in the Merchants Exchange Building.

At the last convention in Chicago there was an attendance of 2,000, the largest delegation coming from New York City and the second largest from San Francisco. With the cooperation of the industrial interests of the Pacific Coast backing the coming convention, it is expected by Chairman Koster and his committee, that the forthcoming convention will be the most significant in point of influence and attendance in the history of the Council.

The general policy of the National Council is "Greater Prosperity Through Greater Foreign Trade."

The conventions usually consist of four general sessions at which papers treating leading phases of foreign trade are read by leaders in their respective fields. There are also group sessions held where specific problems are considered by experts. No resolutions are adopted by the convention but a "final declaration" is prepared embodying briefly the views of the delegates. After the convention, committees are formed to carry out the various recommendations made. In past years the Foreign Trade Council has been successful in procuring much needed relief in conducting America's foreign commerce.

Departments of the Government interested in foreign trade

and commerce have their leading experts in attendance to give advice and assistance to delegates.

Special Steamers for Delegates

Many distinctive features will mark the coming convention. A plan is being arranged by which the Pacific Mail Steamship Company will run three steamers, on which delegates will be accommodated, from widely different points of the globe. One is expected to leave Calcutta, India, about March 11th, touching at Colombo, Ceylon, about March 20th, at Singapore, Straits Settlements, March 29th, at Saigon, in French Indo China, April 4th, at Manila, April 9th and San Francisco, May 4th. Another will leave Hongkong about March 24th, touching at Shanghai, about March 27th, at Kobe, March 30th, Yokohama, April 2nd, Honolulu, April 14th and San Francisco, April 22nd. Another steamship from the west Latin-American countries will leave Valparaiso, Chile, about April 5th, reaching Balboa, Panama, the 15th, Acajutla, Salvador, the 24th, San Jose de Guatemala, the 27th and arrive at San Francisco, May 7th.

There will be special train accommodations for the American delegates. One will go down the South Atlantic Coast through New Orleans and the southern route, thence via Los Angeles to San Francisco. Another will come via the middle west, passing through St. Louis and Salt Lake City to San Francisco. The other will come via the northern route through Chicago, St. Paul, Minneapolis, Seattle and Portland. All of these special excursion trains will stop at all of the larger cities to visit local business men and pick up delegates. Arrangements will be made so that delegates can come via one route and return via another.

TRADE AT A GLANCE BY BRADSTREETS

SAN FRANCISCO
- Wholesale and Jobbing Trade—Good.
- Retail Trade—Good.
- Manufacturing and Industry—Good to Active.
- Collections—Good.
- Imports—Quiet.

SEATTLE
- Wholesale and Jobbing Trade—Good.
- Retail Trade—Good.
- Manufacturing and Industry—Active.
- Collections—Good.

PORTLAND
- Wholesale and Retail Trade—Good.
- Manufacturing and Industry—Fair.
- Collections—Good.
- House Building—Very Active.

SPOKANE
- Wholesale and Retail Trade—Excellent.
- Manufacturing and Industry—Good.
- Collections—Good.
- Crops—Fair to Good.

LOS ANGELES
- Retail Trade—Good.
- Wholesale Trade—Brisk.
- Manufacturing and Industry—Active.
- Collections—Fairly Good.
- Strike Conditions—Rapidly clearing, situation almost normal.

The International Trade Conference

Under the auspices of the Chamber of Commerce of the United States, there will be held during the last week in September, a trade conference, international in scope, which will be attended by a joint financial and commercial mission representing England, France, Italy and Belgium, as well as representative business men and leaders from all parts of the United States. The great problems of world reconstruction and international trade will be taken up, and there is no doubt that the mission will be the most important of its kind ever received in the United States. Five to seven representatives have been selected from each of the countries who will come accompanied by a group of assistants. The meeting will be semi-official in character, as the Government of each of the countries has joined with its business men in planning for the meeting and selecting its membership.

The purpose of the visit is to make clear to the business men of the United States the present situation in Europe and to consider with the business men of the United States the best steps to be taken to rehabilitate the commerce of the world as quickly as possible. Invitation has been extended by the United States Chamber of Commerce to a large number of firms in San Francisco to send representatives to the joint conference and each Chamber of Commerce in this country will be allowed the appointment of a delegation equal in size to that provided in the by-laws for representation at annual meetings of the National Chamber. The San Francisco organization is entitled to send 10 representatives to meet the Commission from overseas.

It is realized that American business men are already over-taxed with their own affairs, but they are continuing to give liberally of their time and counsel. The committees in charge of the program and other arrangements for the conference are composed of men whose names stand for all that is most progressive in American business and finance.

The representatives of the five great nations associated in the war will sit down together to thresh out problems, the solution of which is essential to the removal of present international trade ills. They will tell their troubles and will learn of the problems of the United States; their greatest needs and how these can be met will be discussed in the friendly atmosphere created by the get-together spirit of the conference.

This important meeting is to be held at Atlantic City, September 30th to October 3rd. The names of the San Francisco delegates, as well as those of the foreign commissioners will be given in next week's "Activities."

After the conference is over delegates will make a tour of the country, visiting leading industrial centers, as guests of the Chamber of Commerce of the United States.

CHARITIES ENDORSEMENT COMMITTEE

SERVICE

One of the many services of the Charities Endorsement Committee, is to gather information relative to appeals for contributions, so that members seeking information regarding an appeal, may be guided in their judgment of the merits of the same.

This constitutes SERVICE, and the value of the same is established by the membership, according to the extent the service is used.

An enormous amount of money has been saved the community by reason of the work of the Charities Endorsement Committee. It is possible to save even more, provided the membership cooperates and uses the SERVICE, a part of the many activities of the Chamber at their command.

It is not the desire of the Charities Endorsement Committee to dictate to any member the disposition of his gifts, but to convey such full information as is possible to obtain, that he may act according to his judgment.

Members desirous of obtaining information regarding appeals for contributions, call Kearny 112 and ask for the Charities Endorsement Committee.

CALIFORNIA MANUFACTURES TO BE EXPLOITED

Industries and Land Show Will Have Extensive Exhibit

That California is at the present time manufacturing practically every sort of article in daily use will be shown at the California Industries and Land Show to be held in San Francisco this Fall under the auspices of the Home Industry League.

A premium list consisting of gold medals, silver medals, loving cups and other trophies will be given to counties and manufacturers installing and displaying their goods. The artistic features, completeness of detail and imposing effect will be some of the determining factors in awarding the prizes.

There was recently printed in the "Activities" a comprehensive list of the articles and food products manufactured in California and it is expected that practically every industry will be represented at the forthcoming show.

Effort will be made to bring the attention of foreign visitors to the exhibits with the purpose of concentrating the marketing of foreign buyers in San Francisco rather than to allow them to go further East for their purchases. San Francisco is progressing rapidly as a manufacturing and jobbing center and many visitors from foreign countries express their surprise at the completeness of the market in this city and their pleasure at being able to buy on the Pacific Coast practically all things which formerly necessitated a trip to the Eastern industrial centers.

TRANS-PACIFIC MAILS

The following sailing dates and closing times of Trans-Pacific Mails are based on the latest information furnished by steamship companies. They are subject to change on notice. Paper mail for Hawaiian and Philippine Islands closes one hour earlier than time given.

Destination	Steamer	Leave	Date	Ordinary Mail Closes Ferry	Registered Mail Closes Ferry
Australia and W. Australia	Makura	Seattle	Sept.30	9:20 am.Sept.28..	8:00 pm.Sept.27..
New Zealand	Makura	Seattle	Sept.30	9:20 am.Sept.28..	8:00 pm.Sept.27..
China	Emp. of Japan	Seattle	Sept.21	9:20 am. Sept.19.	8:00 pm.Sept.18..
	Nanking	S. F.	Sept.27	10:30 am	10:00 am
Japan	Suwa Maru	Seattle	Sept.18	9:20 am.Sept.16..	8:00 pm.Sept.15..
	Emp. of Japan	Seattle	Sept.21	9:20 am.Sept.19..	8:00 pm.Sept.18..
	Nanking	S. F.	Sept.27	10:30 am	10:00 am
Hongkong	Emp. of Japan	Seattle	Sept.21	9:20 am. Sept.19.	8:00 pm.Sept.18..
	Nanking	S. F.	Sept.27	10:30 am	10:00 am
Hawaii	Lurline	S. F.	Sept.16	2:30 pm	2:00 pm
	Shinyo Maru	S. F.	Sept.19	11:30 am	11:00 am
	Colombia	S. F.	Sept.20	11:30 am	11:00 am
	Sachem	S. F.	Sept.23	2:30 pm	2:00 pm
	Nanking	S. F.	Sept.27	11:30 am	11:00 am
Manila, P. I.	Emp. of Japan	Seattle	Sept.21	9:20 am. Sept.19.	8:00 pm.Sept.18..
	Colusa	S. F.	Sept.24	11:30 am	11:00 am
	Nanking	S. F.	Sept.27	11:30 am	11:00 am
Dutch East Indies	Emp. of Japan	Seattle	Sept.21	9:20 am. Sept.19.	8:00 pm.Sept.18..
	Bintang	S. F.	Sept.22	10:30 am	10:00 am
	Nanking	S. F.	Sept.27	10:30 am	10:00 am
Tahiti	Tofua	S. F.	Oct. 6	8:30 am	8:00 am
Straits Settlements	Via New York unless specially addressed via Pacific steamers				

San Francisco Chamber of Commerce Activities

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For What You Want to Know —— Call KEARNY 112

LATEST FIGURES ON CARGO SHIPS ADAPTABLE TO OVERSEAS COMMERCE

When the final delivery of the last ship constructed by the U. S. Shipping Board Emergency Fleet Corporation has been made there will be a total of 706 cargo vessels of 4,500 gross tons and over available for overseas commerce. The foregoing estimate has been submitted by the U. S. Chamber of of Commerce from a statement given out by the U. S. Shipping Board to that organization.

This does not take in the vast number of ships of less tonnage and of a construction which does not adapt the vessels for the overseas trade.

The general impression has been that the number of ships which might be put up for sale by the Shipping Board would be so large as to prevent the securing of purchasers in the United States, but eliminating the wooden and small steel ships which are not a part of the problem as far as foreign trade is concerned there is no doubt that American capital could absorb the cost of the 706 larger vessels.

There is given below a statement which will indicate the number of vessels at present completed and those still undelivered as well as some other data regarding price per ton, etc.

Estimated cost of 356 cargo vessels of 4,500 gross tons and over delivered to the Shipping Board to September 1, 1919, figured at $150 per ton.

356 vessels, 2,087,611 gross tons, at $150 per ton....$313,141,650
Payment of 25 per cent in cash..... 78,285,412

Estimated cost of 271 vessels of same type under construction:

271 vessels, 1,597,826 gross tons at $150 per ton....$239,673,900
Payment of 25 per cent in cash..... 59,918,475
Total cost 627 vessels, 3,685,437 gross tons..... 552,815,550
Total cash payment 38,203,887

Statement submitted by the Shipping Board from which estimates were figured.

Cargo Vessels of 4500 Gross tons and over	Number	Deadweight	Gross
Delivered to Sept. 1, 1919	356	3,131,416	2,087,611
Under Construction Sept. 1, 1919	271	2,396,739	1,597,826
Not laid down Sept. 1, 1919	79	680,000	453,333
Total	706	6,208,155	4,138,770

COFFEE ARRIVALS

The Green Coffee Association of the San Francisco Chamber of Commerce reports the following arrival during the past week with coffee consigned to members:

September 12, 1919—S. S. Northland, 6,175 bags of coffee.

FOREIGN TRADE OPPORTUNITIES

3311. Bombay, India. Commercial agent desires to be put in touch with manufacturers of iron and steel products, industrial machinery, factory equipment, laboratory supplies, heavy chemicals, aniline dyes, railway stores, ship stores, electrical fittings, fans and accessories, motor cars, etc. Desires C. I. F. prices and catalogues.

3312. Havana, Cuba. Commission merchant desires to correspond with merchants desiring a representative in Cuba.

3313. Havana, Cuba. Firm desires to represent in Cuba, exporters of flour, rice, beans, coffee, potatoes, onions, canned goods, as well as textiles, drugs, grains, hardware, and chemical products.

3314. Manzanillo, Cuba. Party desires to represent in Manzanillo, exporters of food products.

3315. Osaka, Japan. Firm desires to communicate with exporters of aniline dyes and artificial indigo.

3316. Winnipeg, Manitoba. Broker is desirous of securing agencies from reliable manufacturers and dealers in food products, and kindred lines.

3317. Osaka, Japan. Japanese import and export firm desires to get in touch with importers of Japanese goods.

3318. Kyoto, Japan. Firm is interested in the importation of metal ware, such as bar, plate and angle of steel and iron, wire nails, tin plate, screws, etc.

CAR SITUATION IMPROVING

Improvement in the car supply with the prospect that for the balance of the season the situation will be easier, is seen in a statement issued today by District-Director William Sproule of the U. S. Railroad Administration.

Pointing out that the situation was not so much a case of car shortage as of crop surplus, Sproule gave some interesting figures on the production and movement of perishables.

For the past three months of this year shipments from California are almost fifty per cent greater than last year, and during the first twelve days of the current month, the Pacific Fruit Express alone furnished 71 per cent more cars for fruits and vegetables in California than during the same days in 1917, and 66 per cent more than in 1916.

WORKINGMEN'S HOTEL NEEDED AT MARTINEZ

The Shell Oil Company of California has advised the Chamber that there is great need of a first-class workingmen's hotel at Martinez, Cal., and ask the good offices of the Chamber of disseminating this information to interested parties. By communicating with M. C. Burr, of the above Company, Martinez, California, full information can be obtained regarding the project.

REPRESENTATION IN CUBA

The Chamber is advised by Rodolfo Huber, P. O. Box 1733, Habana, Cuba, that he is in a position to represent American merchants in Cuba. He particularly desires agencies for glassware, chinaware, crockery, etc., underwear, furniture, toys, gentlemen's furnishings, etc., and solicits correspondence in connection with these articles.

SUGGESTIONS FOR EXPORTERS

Last week's issue of the Activities contained an article on the proper use of the term "f. o. b." In response to the information contained in this item the Chamber is in receipt of the following letter from a prominent exporting firm of San Francisco.

"I note in the 'Activities' of September 11th issue on page 328, the discussion relative to the proper interpretation for 'f. o. b.'

While this office has invariably construed this to mean 'freight free on board overseas vessel' and has so conducted its affairs, yet it occurs to me that in order to avoid any misunderstanding or confusion, the term 'f. a. s.' (free alongside steamer) would be the proper term to use and one that is generally understood in foreign countries."

MARINE DEPARTMENT

Pacific Mail Steamship Company's Steamer Colombia arrived here on the 11th inst. from Oriental ports bringing 4,376 tons of general cargo and 521 passengers, and 314 packages United States Mail. Some of the vessel's valuable cargo consisted of 792 cases cigars, 3,050 bales hemp, 6,942 cases pineapples, 8,243 bags rice, 249 bales rubber, 6,512 packages tin, 3,123 packages tea and large consignments of tobacco, ore, groceries, cotton, etc. Over 13,000 packages of freight is booked in transit to cities and ports beyond here.

Williams, Dimond & Co. have notified the Marine Department that the Steamer Sierra will begin loading at New York about September 22nd for San Francisco. The Steamer Geo. W. Elder will load at San Francisco for South American ports about October 10th. The Steamer Orani will load at this port on September 15th for Liverpool and Glasgow (in place of Steamer West Calumb). For London and Havre the West Katan will receive cargo September 25th, and the Steamer Cockaponset will be on berth, for early October loading for Liverpool.

The Ship E. B. Sutton sailed from Buenos Aires on September 1st for Falsmouth with a full cargo of barley. About a quarter of a century ago, the vessel was a regular visitor to this port in the famous Sutton & Beebe Line of clipper ships, plying between New York and San Francisco. With the advent of steamers in the trade, the vessel was converted into a barge, but was rerigged last year and put in deep water trade again.

The new Barkentine Rolph, recently completed on Humboldt Bay, arrived at Balboa on September 11th from this port on her way to Ipswich, with a barley cargo, making the run to the Canal Zone in 35 days.

61,700 lbs. of cheese arrived here from Coquille River Points, Ore., last week, for local commission concerns.

Steamer West Cajoot arriving here from the Orient brought shipment of graphite ore, amounting to 8,000 tons, consigned to Geo. A. Moore & Company.

Steamer Wilhelmina, which has been carrying troops between the States and France, returned to this port last week, coming from the East Coast, bringing 5,000 tons of coal, and after a thorough overhauling, will be placed in the Honolulu-San Francisco service. The Company's two other steamers will soon be released and will proceed here, after which the passenger and freight business will be well taken care of between this port and Honolulu, as the Matson fleet of steamers will ply from here as heretofore.

Loaded with 62,300 cases of canned pineapples the Barkentine Hesperian arrived here last week from Honolulu.

Shipment of 18,900 bales hemp just arrived here from Manila.

The Mexican Coasting Steamer San Antonio, arriving here on the 10th inst., brought silver and gold bullion valued at $112,000 consigned to local banks.

The Steamer Aurelia, recently purchased by parties in South America from the Pacific S. S. Co., has been placed on the berth at this port, for Callao direct, to sail September 18th. W. H. Thornley & Co. are agents for the vessel.

The Standard Oil Tanker Acme arrived here on the 10th from Cebu, with a cargo of 8,875 tons of cocoanut oil in bulk.

The E. K. Wood Lumber Company's Motorship Sierra, arriving last week from Honolulu, brought 30,701 cases of canned pineapples, consigned to the Matson Navigation Co.

The wooden hull of the new Steamer Achora, recently launched at the Hammond Shipyard on Humboldt Bay, arrived here on the 9th in tow of Tug Hercules to have her machinery installed. Vessel is for the U. S. Shipping Board.

Barkentine City of Sydney left here on the 12th inst. for Melbourne carrying 1,760,000 feet of lumber and a large shipment of lubricating oils. The vessel being under charter to J. J. Moore & Company.

PLACEMENT BUREAU

DISCHARGED SOLDIERS AND SAILORS

263. Ex-Aviation officer desires position as salesman. Wholesale experience. First-class references.

264. Ex-service man held important position in the Army. Before the war in business for myself and worked for several houses in good positions. Thirty-eight years old, and a man of initiative. Executive ability.

265. Ex-service man, age 22, desires position with shipping or import and export firm to learn business.

266. Returned officer, 16 months overseas cavalry and air service, desires position leading to managerial work.

267. Captain of engineers just discharged from U. S. Army, with technical training and ten years experience in field, office and construction work, desires position with an engineering firm or corporation.

268. Officer who had twelve years experience as salesman and sales manager and organizer, wants to meet someone who wants a man of real ability to handle any staple line. This officer gave up a position in 1917 paying him $300 per month and enlisted as a private in Co. F. 12th Eng. Ry.

269. Have just been discharged from the Navy as a chief petty officer, desire secretarial position. Three years university training.

270. Captain recently discharged after twelve months service in France, desires position with established business concern. Ten years legal and business experience.

GENERAL APPLICATIONS

1475. Married man, age 28. Eight years experience, sales, credit and accounting work, desires position with good concern with opportunity for advancement.

1476. Desirous of connecting with an importing and exporting concern, and am willing to invest.

1477. Import and export man who has had merchandise, ship chandlery, engine and plumbing supplies, builders hardware, and food supplies experience, is open for a position.

1478. Export man thoroughly experienced in buying and shipping steel products and heavy chemicals, desires to make permanent connection in executive capacity with growing firm of first-class standing. Can furnish best of local references.

1479. Young man, age 28, 4 years experience local export concerns, desires position with assured future. Thoroughly understands traffic and shipping details, purchasing, etc. Best references.

SPECIAL NOTICE

Wanted a business opportunity. Man, age 35, married and owning home in San Francisco. Technical education. University of California. Eleven years experience in municipal construction and design. Will invest money and services in a going business where previous experience is of value. Will furnish and require ample bank and business references.

C. C. Smith, of Smith & Hutton, New Westminster, B. C., is desirous of getting in touch with a man experienced in the manufacture of margarine from cocoanut and other oils, who might be willing to go to Vancouver and take charge of the manufacturing end of such a plant.

BETTER STEAMSHIP SERVICE TO THE PHILIPPINES

Chamber to Exert Its Force to Secure Boats

At a meeting of the Foreign Trade Committee of the San Francisco Chamber of Commerce today protest was made against the existing steamship service between the Pacific Coast and the Philippines by J. F. Rafferty, Director of the Bureau of Commerce & Industry of the Philippine Government.

Rafferty pointed out the wonderful opportunities for increased commerce with direct service operating via Honolulu and making Manila the American distributing port of the far east. That this business will drift away from the Pacific Coast under the present shipping conditions was asserted by Rafferty and he claimed it as a duty of the United States Government to provide its insular possession in the Pacific with proper service. At the present time freight and passengers going to and from Manila have to travel by Japanese and Chinese boats, taking 30 days instead of 17 which direct service would give.

Filipinos, stated Rafferty, are very loyal to the United States, prefer to do business with this country and cannot understand why the United States ignores the matter of transportation, leaving them practically dependent upon foreign ships for commerce and passenger transportation.

The members of the Foreign Trade Committee decided unanimously that it was essential that every effort be used to remedy the situation. It was agreed to endeavor by every means to have the first five large passenger steamers now being built by the Shipping Board allocated to the Pacific Coast Manila run and that in the interim every effort be made to increase the direct freight service. Representations will be immediately made to the Shipping Board by the Chairman of the Foreign Trade Committee, Marshall Dill and F. F. G. Harper of the Company of that name, to be later backed up and followed through by the entire resources of the Chamber.

PAYMENT OF CLAIMS

The question whether it is obligatory on a railroad to plead the statute of limitations on claims for reparation on which suit has not been brought within two years and one day, raised by Walter E. McCornack in No. 10696, Jacob E. Decker & Sons vs. M. & St. L. et al., interests the San Francisco Chamber of Commerce to such an extent that it has asked and received permission to intervene in that case. More interventions, it is believed, have been filed in that case than in any other in the last year.

On account of an instruction issued to regional directors July 23rd by the law division of the Railroad Administration (Traffic World, July 26th) all roads are now pleading the statute of limitations. That instruction was given because some corporations had notified the Railroad Administration that they would not recognize settlements made after two years and one day in which suits had not been filed. Those corporations will claim the money so paid as part of what is due them from the Railroad Administration on account of federal control. So as to avoid liability, the law division decided to require the pleading of the statute in all cases.

The National Industrial Traffic League, through Luther M. Walter; the Merchants' Association of New York, through J. C. Lincoln; the Western Grocery Company, of Marshalltown, Ia., through E. H. Draper; the Rockford Manufacturers' and Shippers' Association, and the American Furniture Manufacturing Association, through C. S. Bather, have also intervened in the case. There is a widespread national curiosity in the case. The carriers are holding up thousands of dollars until the Commission decides this case. In addition to the money interest in the case, there are some novel legal questions involved.

REPORT IN STOCK YARDS CASE

In a supplemental tentative report on No. 9977, Chicago Live Stock Exchange vs. the Santa Fe, Examiner Gerry recommends a finding that the Union Stock Yards Company had justified an increase in rates for loading and unloading in so far as increased costs are concerned, but that the increase should not be put on the shippers. The stockyards company must therefore return the extra charge to shippers. The implication is that it may recover from line haul carriers, but before it can assess an extra charge on them it must make proper tariff arrangements with them. If the stockyards company and the line haul carriers cannot agree as to divisions for carrier services rendered by the stockyards company and the line haul carriers cannot agree as to the divisions for carrier services rendered by the stock yards company, it may bring the question before the Commisssion.

NEW PORT TARIFF FOR SAN FRANCISCO

The Traffic Bureau has received Tariff No. 1, compiled and issued by Walter A. Sweat, Traffic Manager of the Board of State Harbor Commissioners. This tariff names rates, rules and regulations governing the Port of San Francisco, and is a fine example of tariff making. The Traffic Bureau will be glad to answer any inquiries concerning same, and Mr. Sweat, who is located at the Ferry Building, has authorized us to state that interested parties may secure copies by communicating with him.

COMMENT ON CUMMINS BILL—LONG AND SHORT HAUL CLAUSE

Last week the Traffic Bureau published a brief synopsis of the so-called Cummins Bill, which represents the work of a sub-committee of the Interstate Commerce Committee of the Senate. Study of the bill since reveals among other things the provisions for an absolute long and short haul clause. It was to be expected that the absolute long and short haul clause would appear in a bill that is fathered by a statesman from the interior, as is Mr. Cummins. The old battle will have to be fought again to convince Congress that the question is not whether traffic for which railroads wish to compete with water lines shall be carried by them at lower rates than traffic between two interior points; the question is whether railroads shall be permitted to share in that traffic or to abandon it entirely to water lines. The law of nature by which water carriage is so much cheaper than land carriage that the latter can only compete by setting aside the long and short haul rule has only been suspended, not repealed, and as ships become available it is coming into operation again. If the railroads should be deprived of their transcontinental traffic to the Pacific Coast, they would lose much revenue which they would have to make good on interior traffic by raising rates. The communities which now clamor for the long and short haul clause would pay for it dearly, while the seaboard cities would simply abandon the railroads and turn to the water lines without losing a dollar.

SAN FRANCISCO DISTRICT FREIGHT TRAFFIC COMMITTEE—DOCKETS

Docket 873—Rates on feeder sheep, carloads, from San Francisco to Gilroy, Cal. Cancelled.

Docket 2400—(Hearing 10 A. M., September 30th)—Linings, ice cream can (plain or waterproofed) K. S., flat in boxes. Proposal to reduce rates, carloads and less-carloads, from Mensha, Wis., to California terminals and intermediates.

Docket 2403—(Hearing 10:45 A. M., September 30th)—Apple cores, pomace, skins or waste, carload. Proposal to reduce rates from California terminals and intermediates to Eastern points.

Docket 2405—(Hearing 11:15 A. M., September 30th)—Water heaters, gas, carload. Proposal to establish mixed carload rate of $1.94, minimum 24,000 lbs., on tank water heaters and automatic water heaters, from Pittsburgh, Pa., to California terminals.

Docket 2410—(Hearing 2:45 P. M., September 30th)—Infusorial earth, carloads. Proposal to cancel commodity rate from Lompoc Junction, Cal., to San Francisco.

Docket 2411—(Hearing 3:00 P. M., September 30th)—Crushed rock, sand and gravel, carloads. Proposal to publish in Southern Pacific Tariffs 335-B and 330-B a mileage basis of rates, between various points in California.

Docket 2412—(Hearing 3:15 P. M., September 30th)—Bullets and loaded cartridges, less carloads. Proposal to reduce rates from Eastern points to California terminals.

Docket 2417—(Hearing 2:15 P. M., October 1st)—Chalk, whiting, charcoal, nitrate of ammonia and wood pulp, carloads. Proposal to increase rates from California points named in Groups 1 and 2 of P. F. T. B. Tariff 51-A, to Bacchus, Utah.

Docket 2418—(Hearing 2:30 P. M., October 1st)—Forest products, carloads. Proposal to establish through rates from California producing points to points on the L. I. R. R. on the same basis as now applies to these points from the North Pacific Coast.

Docket 2422—(Hearing 10:15 A. M., October 2nd)—Seed onions, carloads. Proposal to reduce rates from San Francisco to Chittenden, and Hollister, Cal.

Docket 2429—(Hearing 2:15 P. M., October 2nd)—Crates, empty, returning, carloads. Proposal to reduce rate, Valley Ford, Cal., to San Francisco, from 17½ cents to 12½ cents per 100 lbs.

Docket 2430—(Hearing 2:30 P. M., October 2nd)—Soya bean oil, solidified, carloads. Proposal to reduce rate, Missouri River to California terminals, from $2.00 to $1.12½ per 100 lbs., minimum 66,000 lbs.

Docket 2431—(Hearing 2:45 P. M., October 2nd)—Car wheel axles, carloads. Proposal to reduce rates from Groups B, C and D to California terminals.

Docket 2433—(Hearing 3:15 P. M., October 2nd)—Tanning extracts and tanning materials. Proposal to clarify the application of rates named in Items 795 and 2370 of T. C. F. B. Tariff 1-Q by adding "Excluding Chemicals."

Docket 2434—(Hearing 3:30 P. M., October 2nd)—Heaters (radiators), gas, carloads. Proposal to reduce rates from California terminals and intermediates to Groups E to J.

Docket 2435—(Hearing 3:45 P. M., October 2nd)—Granite, carloads. Proposal to cancel commodity rates from San Francisco to Monterey and from Penryn to San Francisco.

Docket 2436—(Hearing 4 P. M., October 2nd)—Cars, mining or dump, carloads. Proposal to cancel commodity rates from San Francisco to Enwood, Flint and Auburn, Cal.

Docket 2439—(Hearing 10:15 A. M., October 3rd)—Salts (Epsom), carloads. Proposal to reduce rate, Cleveland, Ohio, to California terminals, from $2.31½ to 90 cents per 100 lbs., minimum 60,000 lbs.

Docket 2444—(Hearing 11:30 A. M., October 3rd)—Condensed milk, dry, carloads. Proposal to reduce rate, California to Eastern points, from $1.06½ to 90½ cents per 100 lbs., minimum 60,000 lbs.

Docket 2448—(Hearing 2:45 P. M., October 6th) Paint, hydrocarbon petroleum. Proposal to reduce rates from California terminals to points in Groups A and B designated in T. C. F. B. Tariff 3-M.

Docket 2449—(Hearing 3 P. M., October 6th)—Speiss, carloads. Proposal to reduce rates from Perth Amboy and Chrome, N. J., New York, N. Y., and Baltimore, Md., to California terminals and intermediates.

Docket 2450—(Hearing 3:15 P. M., October 6th)—Ground slate and slate dust, carloads. Proposal to reduce rate, San Francisco to Los Angeles, from 31½ cents to 17½ cents per 100 lbs.

Docket 1869—Bracing lumber, used for bracing carload shipments of dried fruit, moving from California points to Eastern territory. Cancelled.

Docket 2452—(Hearing 10 A. M., October 8th)—Adding machines, less carloads. Proposal to reduce rate, Cincinnati, Ohio, to Pacific Coast points, from $8.75 to $4.38 per 100 lbs.

Docket 2455—(Hearing 10:45 A. M., October 8th)—Common brick, carloads. Northwestern Pacific R. R. proposes to change their rates to read in cents per 100 lbs., minimum 60,000 lbs., in lieu of present rates per 1,000 brick, from and to points shown in Items 295 to 355 inclusive, N. W. P. Tariff No. 38-B.

Docket 2458—(Hearing 2:15 P. M., October 8th)—Grain products, mixed carloads, from Eastern points to California, Arizona and New Mexico points designated in T. C. F. B. Tariff 1-Q. Proposal to extend Rule No. 13 in above tariff so as to permit shipping of grain products in mixed carloads subject to the highest carload rate and minimum weight applicable to any grain product contained in the car.

Docket 1962—Estimated weight on cocoanut oil in tank cars, carload, from California terminals and intermediates to Eastern points. Cancelled.

Docket 2018—Plaster board, carloads, from Los Angeles to San Francisco. Cancelled.

Docket 2461—(Hearing 11:15 A. M., October 8th)—Glue stock in tank cars. Proposal to reduce rate, California terminals to Gloucester, Mass., from $1.44 to $1.00 per 100 lbs., minimum 80,000 lbs.

Docket 2462—(Hearing 3 P. M., October 8th)—Fibre, hemp, in bales, compressed. Proposal to reduce rate, California terminals and intermediates to Eastern points, from 94 cents to 64 cents per 100 lbs., minimum 70,000 lbs.

Docket 2463—(Hearing 3:15 P. M., October 8th)—Boiler fronts, iron or steel, carloads. Proposal to reduce rate, Lansdale, Pa., to California terminals, from $2.37½ to $1.37½ per 100 lbs., minimum 40,000 lbs.

Docket 2464—(Hearing 3:30 P. M., October 8th)—Cleaning compound, in glass or cans, boxed, carload and less carload. Proposal to reduce rates from Quincy, Ill., to California terminals.

Docket 2465—(Hearing 3:45 P. M., October 8th)—Estimated weights and package dimensions for shipments of melons and cantaloupes between points in California, Nevada and Oregon. Proposal to amend rules in tariffs so as to uniformly provide estimated weights and package dimensions.

Docket 2467—(Hearing 11:30 A. M., October 8th)—Vehicles and parts as described in Item 1850 Transcontinental Tariff 1-Q, from points in Eastern territory to California points. Proposal to change description in above item.

BUSINESS WANTS

D. J. Meighan, 921 N. Delaware Ave., Mason City, Iowa, is in the market for general merchandise by mail order.

A. C. Baker, Sec'y Board of Education, Vallejo, Cal., is in the market for kindergarten supplies.

H. B. Almgren, 454 Going Street, Portland, Ore., is in the market for bristles for manufacture of brushes.

Beaumont Mfg. Co., 315 Arch Street, Philadelphia, Pa., wishes to make arrangements with a San Francisco firm to handle the sale of road building machinery.

Dreyfus Co., 407 Whitney-Central Bank Building, New Orleans, La., is in the market for Japanese art squares and silks in wholesale quantities.

Freeman Bros., Las Cruces, N. Mex., desires to get in touch with San Francisco firms handling cast iron.

D. Santa Barbara, 1825 Clio Street, New Orleans, La., is in the market for cheese and Italian tripe.

C. W. Goldthwait, 70 Long Wharf, Boston, Mass., is in the market for figs in cartons and boxes for the grocery trade.

R. M. Stephens, R. 1, Box 40, Glen Ellen, Cal., wishes to get in touch with a firm equipped to manufacture an electric water heater.

Mitsui & Co., Merchants Exchange Building, San Francisco, desires to communicate with firms handling juniper cedar pencil slats.

P. L. Zimmermann Co., 411 Merchants Exchange Building, St. Louis, Mo., is in the market for several carloads of sunflower and alfalfa seed.

Earl B. Gand, Hazen Corp., 408 E. 7th Street, Long Beach, Cal. is in the market for machinery for heavy metal stamping.

Chas. Kensszt, Box 432, Oelwein, Iowa, is in the market for a carload of white grapes.

E. F. Houghton & Co., 870 Woodward Ave., Detroit, Mich., is in the market for sodium cyanide.

Sohm Electric Co., 143 W. Austin Ave., Chicago, Ill., desires to make arrangements for a representative to handle the sale of their goods in this city.

E. E. Kirwin, Renton, Wash., desires to get in touch with manufacturers of ladies' waists.

R. Alcazar, P. O. Box 83, Cienfuegos, Cuba, is in the market for orange and other fruit trees.

J. O. Burgess, 990 West 7th Ave., Eugene, Ore., is in the market to dispose of alder wood.

PROPOSALS

Proposals will be received by Zone General Supply Depot, Surplus Property Division, Fort Mason, for the sale of Government-owned drinking water carts; No. 9 griddles, rubber belting, renovated underwear, escort wagons and condemned shoes.

Proposals will be received by Zone General Supply Depot, Surplus Property Division, Fort Mason, for the sale of Government-owned summer and winter undershirts and drawers. Details and specifications are on file in the Exchange Hall of the Chamber of Commerce.

BIDS

Bids will be opened by the Zone Supply Officer at Fort Mason on September 22nd for hay, oats, bran and straw. Details and specifications are on file in the Exchange Hall of the Chamber of Commerce.

INTERESTING BOOKLET FOR DISTRIBUTION

The Industrial Department of the Chamber has just received copies of an interesting booklet descriptive of the Moorhead Laboratories. This literature is not a catalog or price list but deals entirely with the achievements of Mr. F. B. Moorhead in developing the Moorhead Laboratories of San Francisco and tells what his device did toward the realization of victory for the allied governments, what it has done for efficiency in wireless communication and something of the present and probable future attainments of quick communication.

Copies of this book may be had for the asking at the Chamber of Commerce Information Desk or upon application at the offices of the Moorhead Laboratories, 519 Call Building, San Francisco.

NOVEMBER ELEVENTH ARMISTICE DAY

State Committee on Readjustment Advises Action of Governor

Acting upon numerous requests from various parts of California that a day other than September 9th be designated as California's Welcome-Home Day to the service men, Governor William D. Stephens has authorized the State Committee on Readjustment to inform the various communities of California that November 11th, the anniversary of the Armistice, be designated as Welcome-Home Day, and he would declare it a legal holiday.

He said: "This will be a most appropriate occasion for the welcome-home celebrations that have been planned throughout the State in honor of returned soldiers, sailors and marines."

It has been impossible, of course, to make the separate welcomes given to our returning soldiers and sailors reflect adequately the full pride we have in them, or the measure of our joy at their homecoming. They have come in so many different groups and through such a long period of time that obviously their separate greeting on the scale we would have liked would have exhausted the nation.

So the welcome has necessarily been scattered, and to the individual service man coming home could hardly have been in proportion to the joy he felt. It did not measure our own feelings. The general welcome-home fete that is to be given by the whole State on November 11th will not be so restricted.

The entire population of the State can then join in the full expression of honor, love, and greeting to our California warriors that was impossible in piecemeal welcomes imposed by the installment plan of return.

SELLING IN FOREIGN MARKETS

The Foreign Trade Department has just received a copy of Miscellaneous Series No. 81, entitled "Selling in Foreign Markets," and issued by the Bureau of Foreign & Domestic Commerce. The book is excellently gotten up, contains much information of value, and those engaged in foreign trade would find it to their advantage to procure a copy. The cost is 50 cents and can be procured from the local bureau, 307 Custom House.

OPPORTUNITY FOR REPRESENTATION IN EUROPE

An Eastern firm, representing American products in Europe, would like to get in touch with exporters of California products desiring representation abroad. Representative now in San Francisco.

NOTICE

The Air Service of the Army, located at 504 Postal Telegraph Building, San Francisco, has a large quantity of one quart Pyrene Fire Extinguishers, brass finish, with brackets, which it is disposing of to the highest bidder.

Knight-Counihan Printing Co

SAN FRANCISCO
CHAMBER OF COMMERCE ACTIVITIES

Volume 6 | The Commercial, Financial, Industrial and Governmental Metropolis of the Pacific Coast | Number 39

Every Thursday ——September 25, 1919

The Water Front Controversy

San Francisco Confronted with Critical Situation

The Chamber of Commerce is closely in touch with all phases of the difficulties at the present time existing between the employers and employees on the San Francisco Water Front.

On September 16th, a meeting was called by President McBean, of the Chamber, to which were invited steamship owners and operators and employers of water front labor. The result of this meeting was the appointment of a committee to consult with labor leaders in an endeavor to urge an amicable adjustment of the difficulties.

The money demands of the Riggers' and Stevedores' Union were conceded by the employers, but it was considered impossible to make all of the changes in working conditions which were requested by the employees. The situation is also complicated by the demand of the water front clerks for recognition of the closed shop and over certain other conditions of employment.

Just previous to the calling of the present strike, The Riggers' and Stevedores' Union accepted the wage concessions given by the Waterfront Federation and agreed to continue at work under the previous working conditions. Though this agreement was made by the officers of the Union, it failed of ratification by the Union itself, who finally asked their full original demands. Inasmuch as this involved the loss of 40 or 50% efficiency in the loading and unloading of ships, probably delaying each ship an extra day in port, the waterfront employers felt it impossible to make these concessions. Thereupon an ultimatum was given to the Stevedores' Union that unless they returned to work under their agreement by Monday afternoon at one o'clock their places would be filled with non-union men and the tentative concessions on wages, etc., would be cancelled. The Union took an open vote on the question and unanimously decided to stay out, though no secret ballot was taken on the situation. The time limit duly expired and the Employers' Union is undertaking to carry on their business with such help as it can secure. Since that time it is rumored that the Stevedores' Union were going to take another and secret ballot, but up to the time of this writing, no report is available on such action.

As soon as the employers commence loading and unloading their ships, the teamsters were stopped and turned back by the striking longshoremen, and unless proper protection is given by the authorities, the port will remain blockaded. This is, therefore, the immediate issue.

The action of the Riggers' and Stevedores' Union was against the advice and council of the water front Federation, to which it belongs, and the labor council and leaders of the city who advised the Stevedores' Union to accept the wage concessions and go back to work under the working conditions of the previous agreement.

The policy of the Chamber of Commerce is to do everything in its power to adjust the difficulty and open the port to commerce. It has arranged several conferences, including the labor leaders, and has tried to bring about an intelligent solution of the situation and prevent the port from being hopelessly handicapped in its economic relation with its competitors. The Chamber recognizes that the Stevedores' Union has practically outlawed itself from legitimate unionism and seems to be in control of radical elements opposed to the orderly conduct of society and business. If the water front employers go ahead with their legitimate business, they are clearly entitled to the fullest protection on the part of the police authorities and the Chamber will cooperate with the merchant whose lawful right of egress and ingress is challenged by lawless elements. The Chamber stands ready to confer with responsible unions and their leaders in the best adjustment of labor troubles, but cannot tolerate the lawless

DUN'S REVIEW

The first rain of the season fell last week, but did no damage and to some extent, helped city retail trade by turning buyers interest to fall merchandise, which is now fully stocked. A State holiday, cut into the business of the week, but the celebration brought many strangers to town and both wholesalers and retailers report business good. Dry goods stocks are low with jobbers, merchandise being still very hard to obtain and freight deliveries are behind. Some jobbers of woolens and dress goods have been picking up stocks from Eastern jobbers, present prices affording them a profit on this basis. Coat and dress houses are in the midst of a selling season and goods are moving well. A very good demand exists for furs, with prices advancing and wholesale dealers well stocked. Millinery is in good average demand for this season. Fall stocks of underwear and other knit goods are selling well at substantially advanced prices. Wholesale grocers are backing the retail grocers associations, in protests against the very high opening prices recently announced on raisins, walnuts, etc., but the growers associations contend that the present prices are amply justified by present production costs. Staple grocers are active, with export demand very good. Reports from shoe jobbers vary. In some quarters buying is reported active, while others say dealers are disposed to buy conservatively, at present prices, with a few speculating for a raise. High lumber prices continue and are a deterring factor to building, though there is plenty of demand for new construction, and building is considerably increased. Ground is being cleared for two large structures in the financial district, and several department stores are increasing their space. Real estate continues to improve and trading in apartment houses is quite active. Collections are very good, and money while in active demand, seems to be in adequate supply for legitimate requirements, though the banks are discouraging speculations.

(Continued from preceeding page)

blockade of the port of San Francisco by radical labor elements.

Among the demands of the Stevedores' Union, which outlined its policy in its dealings with employers, and was adopted by that Union, July 27, 1919, is the following:

> "WHEREAS an awakening has taken place in the minds of the workers of the world, which has caused them to realize that they are the producers of all wealth which they have been bartering for a small portion of its real value in the form of wages, and that there can be no harmony between the worker and the employer until the worker gets the product of his labor, and
>
> WHEREAS all far-seeing industrial kings and high dignitaries of Church and State now realize that the only way to keep this country from running red with revolution like the European countries and Russia, is to adopt an economic and industrial policy that will give to the workers an ownership and dividend interest in the industries of the country, and
>
> WHEREAS nothing less than the above principal can be based on the foundation of justice:
>
> THEREFORE, Be It Resolved, that the Conference Committee, when drawing up future demands, be and is hereby instructed by the members of this Union, to negotiate for a 25% proportionate share of all dividends produced by our members in the future, also a 10% interest in the ownership of the business with proportionate representation on the Board of Directors in the proportion that the service of our members bears to the business as a whole."

TRADE AT A GLANCE BY BRADSTREETS

SAN FRANCISCO

Wholesale and Jobbing Trade—Good.
Retail Trade—Good.
Manufacturing and Industry—Good.
Collections—Fair to Good.
General Conditions—Good.

SEATTLE

Wholesale and Jobbing Trade—Good.
Retail Trade—Good.
Manufacturing and Industry—Good.
Collections—Good.

PORTLAND

Wholesale and Jobbing Trade—Good.
Manufacturing and Industry—Fair.
Collections—Good.

SPOKANE

Wholesale and Jobbing Trade—Good.
Manufacturing and Industry—Good.
Collections—Good.
Crops—Fair to Good.

LOS ANGELES

Retail Trade—Good.
Wholesale Trade—Good.
Manufacturing and Industry—Fairly Active.
Collections—Fair.

NEW MEMBERS SINCE LAST REPORT

Adams-Balcom Company, Magnesia Coverings and Commercial Ores, 74 New Montgomery Street.

American Soda Fountain Co., Soda Water Apparatus, 680 Mission Street.

Beudin & Camby, Mfg. Jewelers, 939 Phelan Building.

Brown Truck & Trailer Co., Mfg. and Distributing, 1222 Mission Street.

H. C. Dignam & Co., Brokers (Oriental Produce), 301 Welch Building.

Hearty, F. J., Dist. Mgr. Edward Valve & Mfg. Co., 223 Rialto Building.

Highway Transport Co., Motor Transportation, 226 Fremont Street.

Hoffman & Kinsey, Typewriter Supplies, 883 Market Street.

Thomas W. Huntington, Chief Surgeon, W. P. R. R., 978 Mills Building.

Jaeger Trading Company, Importers and Exporters, 1304 Merchants Exchange Building.

Keeton, Ronald T., Tank Car Leases, Phelan Building.

Kock, Carter Co., Importers and Exporters, 24 California Street.

Lassen Lumber & Box Co., Lumber Mfrs., 403 Monadnock Building.

Lilienthal-Brayton Co., Brokers—Stock and Bond, 310 Montgomery Street.

Moench, A. C., Mgr. H. S. Crocker Co., 565 Market Street.

Salz & Son, E., Grain, 535 Merchants Exchange Building.

Sawyer Tanning Co., The, Tanning, 16 California Street.

Shean Engraving & Printing Co., 523 Sansome Street.

Wilson Co., John Charles, Brokers, American Bank Building.

Wolff & Co., S., Importers and Exporters, 341 Montgomery Street.

CHARITIES ENDORSEMENT COMMITTEE

DIGEST OF THE CALIFORNIA CHILD LABOR LAW, CHAPTER 259—STATUTES 1919

As many inquiries are made of the Charities Endorsement Committee, relative to the Child Labor Law, the following digest of the law, made by the Juvenile Protective Association, is herewith reproduced:

Section 1. No minor under the age of 16 years shall work unless permitted by the Compulsory Education Law (Permits to employ, Age and Schooling Certificate, Vacation Permit or by part-time Vocational Training Act.)

Section 2. No minor under the age of 18 years shall work more than 8 hours in a day of 24 hours—or 48 hours per week, nor before 5 A. M., or after 10 P. M. Exemptions: Section 5 below.

Section 3. Messenger, Telegraph, Telephone service in towns of more than 15,000 population:
No boy under 16 years shall work during daytime.
No boy under 18 years shall work after 9 P. M. or before 6 A. M.
No girl under 18 years shall work day or night.

Section 3½. Street Trades: In cities of over 23,000 population:
No boy under 10 years shall work.
No girl under 18 years shall work.

Section 4. Occupations dangerous to life, limb, health or morals:
No minor under 16 years shall work in 18 specified occupations, except in Vocational or Manual Training or in State institutions and the Bureau of Labor Statistics may add thereto.

Section 5. EXEMPTION SECTION:
In Agricultural pursuits and Domestic service minors of 16 years may work outside of school hours or in vacation, more than 8 hours per day and more than 48 hours per week.
Child Actors may perform at any age and after 10 P. M. with the written consent of the Commissioner of the Bureau of Labor Statistics.

Section 6. Employers must keep a separate register for minors under 18 years. Permits must be returned to issuing authority within 5 days after minor's employment ceases. Cancellation of permits.
Provides for semi-annual report of permits to be filed by issuing authority with the State Board of Education and with the State Bureau of Labor Statistics.

Section 7. Penalty: Employer, parent or guardian, fine $50 to $200 or maximum of 60 days imprisonment in County Jail or both.
Disposition of fires.
Immediate report and semi-annual summary of violations by Bureau of Labor Statistics to State Board of Education.

Section 8. Enforcement with the Bureau of Labor Statistics who may make investigations.

Section 9. Repeals former Child Labor Laws and all other inconsistent acts.

Section 10. Validating law if any part is held unconstitutional.

LIVESTOCK SHOW TO BE HELD IN NOVEMBER

California Building Is Appropriate Place

The pure bred livestock of the Middle West will come into competition with the prize winning herds of the Pacific Coast at the California International Livestock Show to be held in the California Building at the Panama-Pacific Exposition grounds November 1st to 8th.

The Pacific Coast for a number of years has been a strong contender at the Chicago International and other livestock shows in the Central West, so the favor will be returned by the Middle West at this show, for which $36,000 in premiums have been offered for cattle, horses, sheep, swine, poultry, rabbits and dairy products.

This show will be one of three big livestock expositions to be held on the Pacific Coast this fall, starting with the Los Angeles show a week in advance, and the Portland show a week later. This will make it worth while for strong herds from distant points to compete in all three shows.

The California International is being instituted by an organization of San Francisco business men interested in the advancement of pure bred livestock. W. T. Sesnon is president of the Board of Directors. The University of California has loaned Professor Gordon H. True, head of the Animal Husbandry Department, to manage the show.

Livestock men of the Pacific Coast have long desired a show of this nature in San Francisco and the interest expressed by the requests for premium lists indicate that it will be heavily patronized.

Provisions are being made in the California Building to accommodate 1,000 head of livestock and a big arena is being constructed in which will be held a nightly horse show for prizes amounting to $5,000. A complete show of dairy and barn equipment will be included with many exhibits of dairy products. Poultry and rabbits will occupy a prominent place in the show.

CHAMBER OF COMMERCE ENDEAVORING TO INITIATE FAR-SIGHTED INDUSTRIAL POLICY

The Industrial Committee of the San Francisco Chamber of Commerce consists of representative and broad-minded members of San Francisco's business fraternity. It is endeavoring to work out plans which will make for industrial peace in San Francisco and for the avoidance of the disputes which have in the past been so costly.

A recent controversy adjusted through the efforts on the Chamber of Commerce was the request of the Warehousemen's Union for an increase in wages. As a result of the conference between the employers and employees in this connection, C. A. Day, of the Chamber's Industrial Department, was requested to address the members of the Warehousemen's Union. Mr. Day was accorded a good reception by the Warehousemen's Union and apparently made an excellent impression of the Chamber's attitude upon the hearers.

The Chamber quotes herewith comment contained in the San Francisco "Bulletin," which in part states: "It is common talk in labor circles that the Industrial Relations Committee of the San Francisco Chamber of Commerce is showing a disposition to be of real help to organized labor and employers in trying to adjust industrial disputes and to avert and settle strikes."

San Francisco Chamber of Commerce Activities

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465 California Street
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For What You Want to Know —— Call KEARNY 112

MEXICO IMPORT DUTIES

C. H. Lloyd, Chairman of the Latin-American Committee, of the Chamber which is a sub-committee of the Foreign Trade Committee, is at present in Mexico City, where he is in touch with Mexican authorities urging them to consider the reduction of their present import duties on California products. This is an important matter to California exporters dealing with Mexico and it is hoped that something may be secured from our southern neighbors in this connection.

IMPORTANCE OF CORRECT SHIPPING TERMS

In the last two issues of "Activities" there have appeared suggestions regarding the use of the term, "f. o. b."

The original notice gave the opinion of the National Foreign Trade Council with regard to the necessity for clearness of shipping advice, and the ambiguity of the term "f. o. b." as applied to ocean commerce with foreign countries. In the issue of September 18th, a letter was quoted from a prominent exporting firm, and we are this week giving below an opinion of one of our largest manufacturers with regard to the same matter:

"Referring to the notice in the September 11th issue of the San Francisco Chamber of Commerce "Activities" in regard to the term "f. o. b." as applying to shipments abroad, this term is certainly ambiguous and should not be used in connection with quotations for foreign shipments, except in such cases as may be desirable in connection with all-rail shipments to Canada, Mexico, etc.

The term "F. A. S." at port of departure is the only specific statement that can apply and be understood by all interested parties to the transaction; the loading aboard ship is of course included in the ocean freight rate as may apply.

When goods are located at some interior point and sold "f. a. s." port of departure, a consistent and correct term to use in quotations is "f. o. b." (point of initial shipment) with freight allowed to and "f. a. s." (port of ocean shipment.)

This latter statement shows that the goods are out of the seller's hands and physical control from date of *initial* shipment, and that the seller's release from responsibility for same thereby is clearly shown as being transferred to and assumed by the rail carrier."

OLD NEWSPAPERS WANTED

The National Import and Export Co., 117 N. Dearborn Street, Chicago, Ill., advise that they are in the market for 1,000 bales old newspapers, 280 pounds, each strapped with three red iron hoops. Papers must be over issue and be free of any magazine or colored supplement.

FOREIGN TRADE OPPORTUNITIES

3319—Monterey, Mexico. Firm would like to receive quotations, C. I. F. Laredo, Texas, from packers of canned salmon, and dried fruits.

3320. Paris, France. Party desires to represent in Paris, American firms desiring a correspondent, either as buyer or salesman.

3321. Bucarest, Roumania. Firm desires to represent in Roumania and the South of Russia, firms exporting aniline dyes, colors and chemicals, cotton and textiles, glass, paper, railroad supplies, oils and lubricants, foodstuffs, machinery, etc.

3322. San Francisco, Cal. Representative of local firm, leaving for China about November 1st, desires to get in touch with exporters and manufacturers wishing to be represented in the Orient.

NEW YORK FIRM WANTS SAN FRANCISCO REPRESENTATION

The Foreign Trade Department has received a request from a New York firm of importers and exporters desiring to make connection with a San Francisco importing and exporting house, to be represented by them on the Pacific Coast, and in return, representing them in New York. Members interested can get further information from the Foreign Trade Department.

BOOSTING THE CONVENTION

The Pacific Coast Committee of the National Foreign Trade Council desire to express their high appreciation and hearty thanks to those firms who have so promptly responded to its request to have their letterheads printed in red, inviting correspondents to attend the Seventh Convention next May. There are several hundred more, however, who have not replied and they are urgently requested to take similar action and advise the committee by sending two copies of their imprinted letterheads.

REDWOOD CONSERVATION

Co-operating with the State Board of Forestry's campaign to preserve California's wonderful redwoods, the United States Railroad Administration has telegraphed its purchasing agents in the West to decline to buy redwood ties produced along the State Highway, between San Francisco and Eureka, unless protection is given to the timber within four hundred feet of the Highway.

The instructions came from the Forest Products Section, Division of Purchases, and are the result of an appeal made to Director-General Walker D. Hines by the California State Board of Forestry.

Hereafter, when orders for ties are sent out to producers who are in the redwood territory, a clause will appear in the orders, barring those groves which the State seeks to preserve from desecration.

COFFEE ARRIVALS

The Green Coffee Association of the San Francisco Chamber of Commerce reports the following arrivals during the past week with coffee consigned to members:

September 13, 1919—S. S. Shinyo Maru, 9,912 bags of coffee.

September 19,1919—S. S. Saint Alicia, 41,000 bags of coffee.

September 20, 1919—Paraiso, 3,738 bags of coffee.

MARINE DEPARTMENT

Marine Department has received the July issue of Register of Ships owned by United States Shipping Board. Same can be seen at Marine Department. Has full details of type, construction, machinery, etc.

The French Steamer Mont Cenis from Marseilles via Philadelphia and Norfolk for Seattle, will come to this port for October loading for Marseilles and Genoa, inaugurating a new Mediterranean service, between this coast and French and Italian ports. Norton, Lilly & Co. are the local agents of the line.

The Harrison Liner Crown of Cadiz, now enroute to Honolulu from Demarara via Balboa, will proceed from the Hawaiian Islands to this port to go on berth for London direct, loading middle of October, and receiving quick dispatch by Balfour, Guthrie & Co.

The Robert Dollar Company will load their new Steamer Grace Dollar at San Francisco for Kobe, Shanghai, Manila and Hongkong, sailing on October 20th.

The Swedish Motorship San Francisco sailed from Christiania on September 17th for this port, to be followed by the Suecia now loading and to sail late October. The outward sailings from San Francisco in the Johnson Line for Scandinavian ports are the Motorship Lima on October 6th, Pedro Christopherson, loading October 20th and sailing November 8th, and San Francisco loading October and sailing October 30th. W. R. Grace & Co., agents.

Western Fuel Company's Barge Acapulco, arriving here on 20th inst from Honolulu, brought a shipment of 115,918 cases canned pineapples, same being consigned for local delivery.

Pacific Mail Steamship Co.'s Steamer Colombia, which was originally scheduled to steam from this port for the Far East on the 20th has been postponed until the 24th inst.

The new Schooner Bianca which was just launched by the Elliott Bay Shipbuilding Company, Puget Sound, has been chartered for her maiden voyage by J. J. Moore & Company to load 2,000,000 feet lumber at a Puget Sound port for Bombay, at the rate of $58 per thousand. The vessel will be ready to load during the month of October.

The Steamer Mukilteo and the Barge Chas. Nelson arrived here last week from the Canal Zone, bringing 2,154 tons of scrap iron.

Schooner Planter loaded 18,700 cases cane oil at Point Orient to be delivered at Tamura, same being shipped out by the Standard Oil Company. The Ship Muscoota is ready to load for Manila, and the Schooner Commerce for Dunedin, both will be sent away by the Standard.

The Shipping Board Steamer Devolente, under charter to the Shell Oil Co., took a cargo of 2,400,399 gallons of oil, for Japan.

The Philippine Vegetable Oil Company have two of their vessels in port at Hongkong being repaired, Steamers Everett, and Tancerville, both will leave for United States port with cargoes.

Barkentine Hesperian will proceed to Portland, Ore., and load lumber for Algoa Bay, at the rate of $60 per thousand, being under charter to G. W. Gates & Co. Carrying capacity 1,600,000 feet. Motorship Margaret goes to Puget Sound port to load lumber for the United Kingdom for Comyn, Mackall & Company, rate $55 per thousand.

The W. R. Grace freighter Santa Alicia from Santos direct, arrived in port on the 19th with 35,500 bags coffee.

Steamer Hathaway, which was announced as being placed on the berth at this port to load for Avonouth and London, has been turned over to Struthers & Dixon to load for the Orient. The new Steamer Bakersfield recently completed at Southern California yards will proceed here and be turned over by E. C. Evans & Sons to load for Avonouth and London, taking the place of the Steamer Hathaway.

Steamer Hatchie left here last week for Italy carrying a full cargo of flour.

Steamer Colusa brought 8,180 tons of cargo from Colombia, etc., also 493 packages U. S. mail, 22 passengers, some of the cargo included 187 cases cigars, 3,447 bales gunnies, 9,765 sacks bonemeal, 4,530 packages tea, 9,184 bales rubber, 29,270 cases canned pineapple, 1,800 ingots tin, large shipment of oil in bulk and such heavy cargo as shellac, sugar, cocoa and various merchandise. 9,142 packages of freight go to Eastern markets, which included 8,142 bales rubber.

The Trans-Oceanic Freighter Shinyo Maru, arriving here from Yokohama and Kobe last week, brought the following cargo, 11,843 cases bean oil, 1,000 cases castor oil, 27,000 cases peanut oil, 3,500 cases linseed oil, 495 barrels oil, 46,830 bags beans, 37 cases beads, 9,912 bags coffee, 200 bags hempseed, 6,278 bags koaliang, 2,800 bags linseed cake, 1,220 bags peanuts, 295 cases matches, 105 bales straw rugs, 360 bags rapeseed cake, 375 casks miso, 800 packages merchandise. There was 7,300 tons of total cargo.

The Ocean Mail Steamship Company have notified this department that the company's first steamer will depart from here for Mexico and Central American ports, on September 25th.

Steamer Aurelia recently sold to West Coast parties will proceed to Eureka and load Redwood for Callao.

MOTOR TRUCK RUN TO LOS ANGELES STARTS TODAY

"Ship by Truck" Movement To Be Exploited

Under the auspices of the San Francisco Motor Truck Distributors there will start from this city at 8:00 A. M. today, what is known as the First California Highway Motor Train. This train is to proceed to Los Angeles, stopping at all of the larger cities enroute and will be composed entirely of trucks carrying freight for delivery to Los Angeles merchants.

The "ship by truck" idea has been gaining in prominence for sometime, particularly in California, where there has grown up a network of efficiently operated automobile stage and truck lines. Truck transportation brings in a new era of moving goods, in which the motor truck stands shoulder-to-shoulder with steam in national commerce.

Entries for the motor train were confined to distributors, or in the absence of available units for entry, the dealer or distributor was permitted to enter owner's trucks. The convoy is under the direction of a train commander, and for this purpose Mr. L. A. Nares, former president of the State Automobile Association, and a prominent good roads man, was chosen. Mr. Nares will make addresses at the various cities on the subject of good roads, and other speakers will put forth the doctrine of "ship by truck."

Lavish entertainment will be furnished enroute. On arriving in Los Angeles a banquet will be tendered by the automobile interests there to those who have made the trip. A fleet of trucks will meet the San Francisco train some distance from Los Angeles and escort them to the city.

It is expected that this will be the first of many similar trips of this sort and that the increase in truck movement of freight will parallel highway development throughout California and the Nation.

PLACEMENT BUREAU

DISCHARGED SOLDIERS AND SAILORS

271. 1st Lieut. Infantry, 3½ years sales experience, traveling and city, desires position with manufacturing or jobbing house as salesman.

272. Would like position as salesman or clerk that offers an opportunity for the future. I am not afraid of work and will accept any reasonable salary. Enlisted in the Marine Corps July, 1917, and was honorably discharged as 1st Lieut., August, 1919.

273. Ambitious young man, just released from service as Naval Paymaster and supply officer of U. S. Troop Transport, desires position as office manager, cashier or secretary with local corporation where there is an opportunity of advancement to the right man. Importing and exporting or steamship company preferred. Seven years local corporation experience. Best references.

274. Ex-Navy man, executive ability, desires position of specialty with growing concern. Outside work preferred.

275. Position in merchandise brokers office by young man, age 25, experienced accountant, where opportunity to learn business is good. Best references.

276. Ex-officer aviation, 26 months overseas service, desires to get in touch with manufacturers of standard products desiring representative in France or Egypt. Qualifications: graduate University of California, special course University of Paris, general salesmanship experience.

277. Returned Paymaster, U. S. Navy, desires position as bookkeeper or cashier. Can furnish good references.

278. Ex-service man wants position as cashier or general clerk. Three years experience.

GENERAL APPLICATIONS

1480. Middle aged man, with long practical experience in Spanish-American countries, thoroughly familiar with exports, well acquainted with conditions here, now engaged, wishes executive position with strong concern, willing to extend their business in Latin-America or Europe. Speaks fluently six languages. Best references.

1481. Cost accountant, 6 years experience, would like to locate with progressive firm in capacity of office manager or head of cost department. Age 26.

1482. Single man, age 28, looking for some worth-while position; a real challenge. Seven years in sales work, also banking experience, but prefer some mercantile proposition. Know the general conduct of business, buy, sell, deliver and collect.

1483. Thoroughly experienced in purchasing and handling office equipment and supplies for largest concern on Coast, desires similar and permanent connection.

SPECIAL NOTICES

Financial man, resident in Melbourne, returning thither soon, would act as attorney or agent for merchants or others requiring Australian representation. Address c/o Emile Adet, 1001 Monadnock Building.

WANTED—First class cannery superintendent, excellent opportunity for right man.

WANTED—Man to handle gloves and hosiery in Colorado and Utah, making Denver headquarters. Moss Glove Company, 1366 Mission Street.

The Chamber of Commerce is in touch with a gentleman who has been in Chile for many years, speaks the Spanish language fluently, knows the people and customs thoroughly, and an expert accountant. He is desirous of remaining in San Francisco, and would like to make some connection here.

The Chamber is in receipt of an inquiry from a large Eastern manufacturer desiring to secure a resident salesman for San Francisco and adjacent territory to handle children's wash dresses on commission basis.

TRANS-PACIFIC MAILS

The following sailing dates and closing times of Trans-Pacific Mails are based on the latest information furnished by steamship companies. They are subject to change on notice. Paper mail for Hawaiian and Philippine Islands closes one hour earlier than time given.

Destination	Steamer	Leave	Date	Ordinary Mail Closes Ferry	Registered Mail Closes Ferry
Australia and W. Australia	Niagara	Seattle	Oct. 3	9:20 am. Oct. 1	8:00 pm. Sept. 30
	Makura	Seattle	Oct. 7	9:20 am. Oct. 5	8:00 pm. Oct. 4
China and Japan	Emp. of Japan	Seattle	Sept. 28	9:20 am. Sept. 26	8:00 pm. Sept. 25
	Nanking	S. F.	Sept. 27	10:30 am.	10:00 am.
	Emp. of Russia	Seattle	Oct. 2	9:20 am. Sept. 30	8:00 pm. Sept. 29
	Persia Maru	S. F.	Oct. 3	10:30 am.	10:00 am.
New Zealand	Niagara	Seattle	Oct. 3	9:20 am. Oct. 1	8:00 pm. Sept. 30
	Makura	Seattle	Oct. 7	9:20 am. Oct. 5	8:00 pm. Oct. 4
Hongkong	Emp. of Japan	Seattle	Sept. 28	9:20 am. Sept. 26	8:00 pm. Sept. 25
	Nanking	S. F.	Sept. 27	10:30 am.	10:00 am.
	Emp. of Russia	Seattle	Oct. 2	9:20 am. Sept. 30	8:00 pm. Sept. 29
	Persia Maru	S. F.	Oct. 3	10:30 am.	10:00 am.
Hawaii	Sachem	S. F.	Sept. 25	2:30 pm.	2:00 pm.
	Nanking	S. F.	Sept. 27	11:30 am.	11:00 am.
	Manoa	S. F.	Sept. 30	2:30 pm.	2:00 pm.
	Persia Maru	S. F.	Oct. 3	11:30 am.	11:00 am.
Manila, P. I.	Emp. of Russia	Seattle	Oct. 2	9:20 am. Sept. 30	8:00 pm. Sept. 29
	Africa Maru	Seattle	Oct. 4	9:20 am. Oct. 2	8:00 pm. Oct. 1
Dutch East Indies	Emp. of Japan	Seattle	Sept. 28	9:20 am. Sept. 26	8:00 pm. Sept. 25
	Nanking	S. F.	Sept. 27	10:30 am.	10:00 am.
	Emp. of Russia	Seattle	Oct. 2	9:20 am. Sept. 30	8:00 pm. Sept. 29
	Persia Maru	S. F.	Oct. 3	10:30 am.	10:00 am.
Tahiti	Tofua	S. F.	Oct. 6	8:30 am.	8:00 am.
Straits Settlements	Via New York unless specially addressed via Pacific steamers				

SAN FRANCISCO DISTRICT FREIGHT TRAFFIC COMMITTEE—DOCKETS

Docket 1404—Class rates between San Francisco and Tiburon and Sebastopol, Cal. Cancelled.

Docket 200—Cancellation of route in connection with the E. V. Rideout Co. and Crowley Launch & Tug Boat Co. This docket cancelled—superseded by Docket 2373.

Docket 2460—(Hearing 2:45 P. M., October 8th)—Iron and steel articles—Fabrication in transit arrangements. Proposal to establish uniform rules, regulations and charges on all lines under Federal control which will clearly and definitely describe the articles, the process that will be permitted, the circumstances and conditions under which tariff rates will be determined, the fabricated material in connection with which the arrangements will apply, the charge for the privilege, and rules and regulations for policing the privilege.

Docket 2468—(Hearing 10 A. M., October 9th)—Machinery, second-hand, carloads. Proposal to cancel commodity rate from Trona, Cal., to San Francisco.

Docket 2470—(Hearing 10:30 A. M., October 9th)—Rates and routing via C. B. & Q. designated in T. C. F. B. Tariffs 1-Q, 3-N and Circular 16-L. Carriers request that territory designated in these tariffs be amended to eliminate routing via C. B. & Q. on traffic moving via Wendover, Wyoming, or Alliance, Neb.

Docket 2474—(Hearing 11:30 A. M., October 9th)—Cancellation of commodity rates on canned goods, carloads, from San Francisco to Winters, Cal.

Docket 2475—(Hearing 2 P. M., October 9th)—Cancellation of commodity rates on olives, carloads, from Anderson, Cal., to San Francisco.

Docket 2476—(Hearing 2:15 P. M., October 9th)—Wood pulp, carloads. Proposal to reduce rate, San Francisco to Floriston, Cal., from 44 cents to 13 cents per 100 lbs.

Docket 2477—(Hearing 2:30 P. M., October 9th)—Bolts, carloads, San Francisco to Antioch, Cal. Proposal to cancel commodity rate.

Docket 2478—(Hearing 2:45 P. M., October 9th)—Bar steel (not structural), carloads. Proposal to establish rate of $1.31½, minimum 40,000 lbs., and $1.25, minimum 50,000 lbs., from Pittsburgh, Pa., to California terminals and intermediates.

Docket 2479—(Hearing 3 P. M., October 9th)—Arbitraries to Eastern Canadian points. Proposal to add various arbitraries on traffic other than lumber from California to points East of Montreal in lieu of present combination of class and commodity rates over Montreal.

Docket 2480—(Hearing 3:15 P. M. October 9th)—Scrap iron, carloads. Proposal to reduce rate, Group J points to California terminals and intermediates, from 75 cents to 50 cents per 100 lbs., minimum 60,000 lbs.

Docket 2484—(Hearing 10 A. M., October 10th)—Canned goods, carloads. Proposal to reduce rate, Oroville, Cal., to San Francisco, from 29½ cents to 20 cents per 100 lbs., minimum 30,000 lbs.

Docket 2486—(Hearing 10:30 A. M., October 10th)—Lumber and forest products, carloads. Interested shippers request arbitrary of 5½ cents per 100 lbs. over Portland rates on forest products, carloads, in lieu of the present combination of local, class and commodity rates from Raymond, Wash., to California, Arizona and New Mexico.

Docket 2489—(Hearing 11:15 A. M., October 10th)—Establishment of rates and routing (1) via Portland, S. P. & S. Spokane, thence N. P. R. R. (2) via Portland, care N. P. to destination. (3) via Portland S. P. & S. Spokane, thence G. N. R. R. (4) via Portland, care G. N. R. R. to destination.

Docket 2491—(Hearing 11:35 A. M., October 10th)—Wood alcohol, in packages, carloads. Proposal to cancel commodity rate from Pitt, Cal., to San Francisco and Oakland.

Docket 2494—(Hearing 2:05 P. M., October 13th)—Fresh fruits, less carloads. Proposal to cancel commodity rate from Antioch, Cal., to San Francisco and Oakland.

Docket 2496—(Hearing 2:20 P. M., October 13th)—Rails, iron or steel, second hand, carloads. Proposal to cancel commodity rate from Trona, Cal., to San Francisco.

Docket 2498—(Hearing 2:40 P. M., October 13th)—Pipe, sheet iron, riveted and wrought iron, second-hand, carloads. Proposal to cancel commodity rate from Trona, Cal., to San Francisco.

Docket 2502—(Hearing 3:30 P. M., October 13th)—Ferromanganese, carloads. Proposal to reduce rate, Black Eagle, Montana, to San Francisco, from $1.47½ to 62½ cents per 100 lbs.

Docket 2503—(Hearing 3:45 P. M., October 13th)—Canned goods, carload. Proposal to reduce rate, California terminals and intermediates to Canadian Groups A and B points designated in T. C. F. B. Tariff 3-N, from $1.03 to 90½ cents per 100 lbs.

Docket 2504—(Hearing 4 P. M., October 13th)—Rice, carloads. Proposal to reduce rate from California terminals to Fargo and Grand Forks, North Dakota, to 75 cents per 100 lbs.

Docket 2505—(Hearing 10 A. M., October 14th)—Fruits and vegetables in box or stock cars, from and to points in United States and Canada as shown in T. C. F. B. Tariffs 1-Q and 3-N. Proposal to cancel rule which states that freight will be transported solely at owner's risk of loss or damage when shipments are loaded in stock cars or common box cars with side doors or doors fastened open for ventilation.

Docket 2506—(Hearing 10:15 A. M., October 14th)—Oil, viz: cocoanut, cotton seed, fish, soya bean, etc., from California to Eastern territory. Proposal to grant barreling in transit privilege and reship to points beyond on through rates.

Docket 2508—(Hearing 10:45 A. M., October 14th)—Alfalfa meal, carloads. Proposal to reduce rate, California to Knoxville, Tenn., from 86½ cents to 62½ cents per 100 lbs.

Docket 2509—(Hearing 11 A. M., October 14th)—Pianos, boxed, from Eastern points to California terminals. Proposal to increase rate from $2.94 to $3.31½ per 100 lbs.

Docket 2510—(Hearing 11:15 A. M., October 14th)—Scrap lead, carloads. Proposal to reduce rates from California terminals and intermediates to Eastern points.

Docket 2512—(Hearing 2 P. M., October 14th)—Babbitts, white metal alloys, mixed carloads, also antimony, pig tin, pig lead. Proposal to reduce rate from California terminals and intermediates to Eastern points.

Docket 2513—(Hearing 2:15 P. M., October 14th)—Paper, book, vegetable parchment wrapping paper, mixed carloads. Proposal to extend Item 3370 of T. C. F. B. Tariff 1-Q to permit mixed carloads as above described, from Kalamazoo, Mich., to California terminals and intermediates.

Docket 2514—(Hearing 2:30 P. M., October 14th)—Egg fillers (gill cup) carloads. Proposal to reduce minimum weight, Griffith, Indiana, to California terminals and intermediates, from 36,000 to 10,000 lbs.

Docket 2515—(Hearing 2:45 P. M., October 14th)—Wire, brass or copper, covered, insulated or plain, in coils or on reels or in barrels, boxes or tubs. Proposal to reduce rates, carloads and less carloads, from Eastern points to California terminals and intermediates.

Docket 2516—(Hearing 3 P. M., October 14th)—Rice bran, carloads. Proposal to reduce rate, California to Denver, Colo., from 75 cents to 55 cents per 100 lbs.

Docket 2522—(Hearing 10:30 A. M., October 15th)—Cereal beverages, carloads. Proposal to reduce rate, Ogden, Utah, to San Francisco, from 99½ cents to 55½ cents per 100 lbs.

Docket 2456—Supplement 1. (Hearing 11 A. M., October 8th)—Cancellation of rates on petroleum oil, etc., between San Francisco and Paraffin; also between San Francisco and Richmond, Cal.

BUSINESS WANTS

H. B. Le Fevre, P. O. Box 613, Juneau, Alaska, is in the market for tamale supplies.

M. Victor McKay, McKay Ranch, Jeffers, Mont., is in the market for soyo bean meal.

W. H. Worden Company, 126 Pine Street, San Francisco, is in the market for sawdust briquetting machinery.

Myron A. Rice, Court House, Bakersfield, Cal., desires to get in touch with San Francisco importers of jute grain bags.

Geo. Hjelte, c/o State Board of Education, 707 Forum Building, Sacramento, Cal., wishes to communicate with manufacturers of and dealers in athletic goods.

D. W. Stewart, Box 233, Ajo, Ariz., is in the market for supplies for repairing violins, mandolins, etc.

National Export & Import Co., 117 N. Dearborn Street, Chicago, Ill., is in the market for baled newspapers.

M. Uyeda, 1323½ 4th Street, Sacramento, Cal., is in the market to dispose of Turkish tobacco leaf.

Acme Sales Corp., 189 N. Clark Street, Chicago, Ill., is in the market for beans in wholesale quantities.

E. G. Clark Brokerage Co., 502 Plymouth Building, Minneapolis, Minn., desires to secure an account to sell dried peas in that market.

A. R. Tollefson, Troutdale, Ore., is in the market for Algeroba Hawaiian and orange blossom honey in 5 or 10 lb. tins.

Edwin F. Dreher, Room 464, Providence Hospital, Seattle, Wash., contemplates a trip to San Francisco in the near future.

Continental Scale Co., 3905 Langley Ave., Chicago, Ill., wishes to make arrangements for a representative to handle the sale of their goods in this city.

H. F. Edson, c/o McWhorter Oil & Refining Co., Kusk, Wyo., desires to get in touch with users of crude asbestos.

Robinson Bros., West Bromwich, Eng., are in the market for Tyler's pruning saws.

Morse Hardware Co., 1025 Elk Street, Bellingham, Wash., is in the market for Japanese fish baskets.

L. M. Shine, Box 440, Sonora, Cal., is in the market to dispose of Christmas berries.

Perfecto Gear Differential Co., Bellingham, Wash., is in the market to have 1,000 auto axles built to special design.

Macclinchey & Keller, Jacksonville, Fla., are in the market for onions in carload lots.

Mrs. D. P. Randolph, 134 S. Scott Street, New Orleans, La., is in the market for Philippine embroidery, wholesale.

Chas. C. Leidy, Jacksonville, Ill., wishes to get in touch with manufacturers of fire clay products and dealers in steel rails and I beams.

Joe Brazzalle, Centerville, Iowa, is in the market for raisins in wholesale quantities.

Trueba y Elosua, Eagle Pass, Texas, is in the market for several carloads of oranges and apples.

Theo. J. Oehne, Jr., 331 N. American Street, Stockton, Cal., wishes to get in touch with preservers of fruits and bottlers of soft drinks.

Rathbun & Co., manufacturers of plastic furnace lining, 300 Herald Building, El Paso, Texas, desires to make arrangements for a representative to handle sale of their goods in this market.

Harry E. Way, 301 Reynolds Building, El Paso, Texas, wishes to secure account to sell paper boxes in Arizona, New Mexico and Western Texas.

Abe-Kobei & Co., Equitable Building, New York City, is in the market for wheat in carload lots.

RADIO EXHIBIT TO BE INSTALLED ON EXCHANGE FLOOR

At the request of the Federal Telegraph Co., the Chamber of Commerce is urged to set up on the floor of the Merchants Exchange, for exhibition purposes, a radio device which will be used in the future on submarines, torpedo destroyers, battleships and merchants ships. The Are design which has just been completed at Palo Alto is known as the 2 K-W, and will, according to radio experts, operate on both a long and a short wave, and is therefore of great value in radio use by avoiding interference to the regulation of this wave.

The device as installed upon the Exchange floor will be complete in every respect except that it will be inoperative. It will be set up on a section representing the radio room of a ship.

RED CROSS EXPEDITES WAR RISK CLAIMS

The Red Cross Home Service has been designated as the official clearing house for all soldiers' inquiries regarding War Risk Insurance. At a conference of organizations co-operating with the Bureau of War Risk Insurance Director R. G. Cholmeley-Jones announced this plan to aid former service men to facilitate adjustment of their allotment and allowance accounts, compensation and claims, and re-instatement of lapsed or canceled insurance.

Formerly the soldiers' queries came to various co-operating organizations, resulting in much duplication of investigation. Now all inquiries received by the various organizations will be referred to the Red Cross, checked against their records and forwarded to Washington.

THE COAL SITUATION

There is nothing in the transportation situation with reference to coal that will justify using it as a reason for increasing the price of this commodity this winter. During the first six months of this year the market for coal was less than normal and probably will result in a larger demand than usual from now on. But the railroads at all times were able to haul all coal offered and are confident that they will continue to furnish adequate service.

This is the view of Walker D. Hines, Director-General of the United States Railroad Administration, as given before a sub-committee of the Senate Interstate Commerce Commission, investigating the coal situation.

INCREASED PRODUCTION TO BE URGED

The Chamber is in receipt of a communication from the Chicago Association of Commerce, advising that their Convention Bureau is making plans to urge upon the leaders and speakers of all conventions held in Chicago, the importance of impressing necessity for increased production nationally.

The Chamber believes that this is a good policy and that the slogan, "increased production" should be adopted by every employer and employee as an economic necessity. The continued suggestion and reiteration will tend to effect, to some extent at least, all classes of producers and workers.

BIDS

Bids will be opened by Zone Supply Officer at Fort Mason on September 29th for apple butter, canned apples, apricots, bacon, chicken, clams, lobsters, mincemeat, jelly, mushrooms, ripe olives, peaches, peanut butter, cured fish, breakfast food, toilet soap and tooth wash. Details and specifications are on file in the Exchange Hall of the Chamber of Commerce.

Knight-Counihan Printing Co

SAN FRANCISCO
CHAMBER OF COMMERCE ACTIVITIES

Volume 6 | The Commercial, Financial, Industrial and Governmental Metropolis of the Pacific Coast | Number 40

Every Thursday ——October 2, 1919

Development of the Present Situation on the Waterfront

Prior to May 25, 1919, the Waterfront Employers Union had a working agreement with the Riggers' & Stevedores' Union. Under the terms of this agreement the Employers' Union employed only members of this union. The agreement included a provision that it could not be abrogated or amended excepting by sixty days written notice from either party desiring to modify the arrangement.

On May 25th the members of the Waterfront Employers' Union received written notice from the Riggers' & Stevedores' Union that the agreement then existing between them would terminate on July 25th. This constituted the sixty days notice required by the terms of the agreement.

Subsequent to July 25th demands were presented by the Riggers' & Stevedores' Union to the employers which included substantial increases in wages and many working conditions not heretofore existing. There was also presented at that time a resolution demanding that the employees receive 25% of all dividends earned by the Company, 10% interest in the ownership of vessels and representation on Boards of Directors proportionate to the company's earnings created by the employees.

After many weeks of negotiation the employers submitted to the Union a proposition which was submitted to the Union and at a meeting of the Union held August 20th. By a secret ballot the proposition was accepted by a majority vote.

Following this meeting certain of the workingmen returned to their employment but a part of the group declined to go to work. The group which remained out succeeded in forcing the Union to hold another meeting and to take a second vote on the employers' proposition, although the constitution of the Union requires that a strike vote shall be taken at a meeting advertised in advance and that the vote be by secret ballot. The radical element prevailed and the decision to reject the employers' offer was arrived at by a rising vote in open meeting.

At this juncture the Waterfront Employers' Union notified the Union that unless the men returned to work by Saturday morning, September 20th, the proposition made to the union would stand void and that the employers would undertake to operate their plants and move cargoes with other men. The men did not return to work and the employers secured the services of independent men and have since been operating docks with these crews.

The Teamsters Union on Sunday, September 28th, voted that they would not haul goods to the docks not operated by Union men. At the same time, however, the teamsters voted not to go on sympathetic strike. These two propositions were submitted to the union members by secret ballot, both questions being on the same ballot and in both decisions the vote was not to strike. Nevertheless, the proposition not to haul goods to the docks carried overwhelmingly. There the situation stands today; the wharves are being operated with independent crews and the employers have had no difficulty in securing all of the men they need. The greatest difficulty is met by merchants in moving their goods to and from the wharves. Violence has occurred. The issue seems clean cut and one on which a firm stand must be maintained.

The San Francisco Chamber of Commerce is using its full resources to keep the commerce of the port moving in spite of the interference brought about by the action of a labor union which will not respect its own constitution.

TWO TALKS BY WHEAT DIRECTOR BARNES

Mr. Julius H. Barnes, United States Wheat Director and President of the United States Grain Corporation, will deliver an address on the main floor of the Chamber of Commerce on Tuesday, October 7th, at 11:30 A. M. While members of the Grain Trade, millers and grain producers will be especially interested in meeting Mr. Barnes and hearing his remarks, no doubt many others outside of these activities will be glad of the opportunity to be present and all are welcome.

Following his address on the Exchange Floor, Mr. Barnes will be the guest of honor at a luncheon in the rooms of the Commercial Club, where he will talk to the members of that organization.

DUN'S REVIEW

Exceptionally fine weather has greatly facilitated harvesting of fruits, and shipments are going forward in advance of any previous season, both as to volume and price. The canneries are still operating to their full capacity and have taxed the resources of the can factories to keep them supplied with containers. Manufacturers of glass jars report this to have been a record season, in spite of the extraordinary prices of fruit and sugar. The output of canned tomatoes will be little if at all, short of last year, though there is now practically no government demand, and the war department has recently marketed large quantities of surplus stock. Demand for all classes of dry goods continues very good and accessory lines are all selling well. Knit goods stocks are difficult to maintain under present conditions, demand being well up with supply. Corsets and women's underwear generally show well maintained price levels, with satisfactory demand. Agitation over the high prices of shoes is in some quarters reported as affecting demand, but no decrease is expected and on the whole, business is reported quite good. Cloaks and suits and dresses are in full season now, and wholesalers report themselves satisfied. Lumber stocks are not complete, and demand continues to improve, especially in the city, where more and more building is being projected. Prices are shaded however, on adverse reports from the North. General builder's hardware shows a better demand, but with the coming of winter, decreased paint sales are anticipated. Vegetable oils are not moving as freely as in recent months and stocks are large, but the condition is not regarded as other than temporary. The tailors' strike has naturally affected demand for woolens, but otherwise the labor situation is unchanged and available hands are fully employed. The real estate market is becoming very active and some large sales were made, August having been the largest month in volume of sales since the fire of 1906.

MONEY MARKET

The advance of the fruit season naturally eases the situation, as the demand for money to move the crops abates, but present demand is well up to the supply and rates are well maintained. Demand for commercial paper is, however, satisfactory and securities are moving easily.

NEW APPLICATIONS RECEIVED SINCE LAST REPORT

Adair & Company, Foreign Distributors, Sheldon Building.

Brokaw-Eden Co., Electric Household Appliances, Rialto Building.

California Desk Co., Office Furniture, Mission and 2nd Streets.

De Pree Chemical Co., Pharmaceutical Mfgrs., 241 Mission Street.

M. S. Faulkner & J. F. McCormick, Real Estate, 920 Phelan Building.

Green & Isaacs, Brokers—Telegraph Service Bureau, 544 Market Street.

Hoefler, Harry, Harry Hoefler Candy Co., 252 Clay Street.

Monteith, Donald W., Unit Constn. Co., 430 Holbrook Building.

Smillie & Co., Chas. F., Importer and Exporter, 260 California Street.

Thompson, Robt. A., Mgr. "Pac. Coast Packer," 214 Front Street.

United Seed Co., Wholesale and Retail, 161 Jackson Street.

TRADE AT A GLANCE BY BRADSTREETS

SAN FRANCISCO

Wholesale and Jobbing Trade—Good.
Retail Trade—Good.
Manufacturing and Industry—Active in some lines but interfered with by strikes.
Collections—Fair to good.

SEATTLE

Wholesale and Jobbing Trade—Good.
Retail Trade—Good.
Manufacturing and Industry—Active.
Collections—Good.

PORTLAND

Wholesale and Retail Trade—Good.
Manufacturing and Industry—Fair.
Collections—Good.
Crops—Apple yield good.

SPOKANE

Wholesale and Jobbing Trade—Excellent.
Retail Trade—Good.
Collections—Good.
Crops—Satisfactory.

LOS ANGELES

Retail Trade—Good.
Wholesale Trade—Good.
Manufacturing and Industry—Fair.
Collections—Good.

FREE ZONE PLANS NOW BEING FORMULATED

Some two years ago, the Chamber of Commerce interested itself in the matter of free port or free zone legislation. Considerable publicity was given to the advantages of free zones in the large harbors of the country and an active committee was appointed to pursue the matter and to take part in a national effort to secure proper legislation. About three months ago, the National Free Zone Organization was formed in New York City, and J. J. Dwyer, Manager of the Port Development Department of the Chamber was elected as a member of the Board of Directors. The City of San Francisco has been taking an active part and has kept an emissary in Washington for some time in recognition of the importance of this project to the city's foreign trade interests.

In order to bring the matter to completion, the National Organization is about to hold a series of meetings in New York and Washington, and the Chamber's representative, Mr. Dwyer, has left, together with William Kent of the Tariff Commission, to take part in all hearings.

The success thus far of the Free Zone movement is due in great measure to the support and activity of Mr. Kent, who considers the matter the most important work yet undertaken by the Tariff Commission.

The largest commercial organizations throughout the country are represented in the National Free Zone Organization and will back a new bill about to be introduced in Congress for the establishment of free zones. It is expected that this bill will have early and favorable consideration by leaders in both Houses.

CHARITIES ENDORSEMENT COMMITTEE

DONATION INSURANCE

1. Men of business protect their property against loss, through the medium of a form of insurance appropriate to the risk.

2. This protection is provided by the payment of a premium.

3. Despite protection and precaution the annual loss of property is large.

How do the foregoing remarks apply to donations?

1. The INSURANCE OF YOUR DONATION is to be obtained, by calling on the Charities Endorsement Committee, Kearny 112, to inform you of the facts regarding all appeals for donations.

2. The PREMIUM on such insurance is represented by the dues you pay to the Chamber of Commerce for your membership, and the information to be obtained from the Charities Endorsement Committee is but one of the many activities of the Chamber at your disposal.

3. The ANNUAL LOSS of good money, given blindly to unknown, unscrupulous and often fraudulent solicitors for appeals of no merit, unnecessary and unwise, amounts to a figure in this city, that is staggering to contemplate.

Insure your donation, by being fully advised of the merits of all appeals made to you, whether the appeal is made in person or through the mail.

Call up the Charities Endorsement Committee, Kearny 112, who will obtain and give you the fullest information possible regarding any appeal made to you.

INSURE YOUR DONATION.

CONGRESSIONAL BILLS PROVIDE FOR GOOD ROADS

Speaker for Highway Legislation Soon to Arrive in San Francisco

At a recent meeting of the California Branch of the Federal Highway Council, L. A. Nares, Chairman for this district, made an analysis of the Townsend and other bills now before Congress, providing for the creation of a National Highway System.

As outlined by Mr. Nares, the Townsend bill provides in brief for the formation of a Federal Highway Commission of three members from different geographical sections of the United States.

It provides that this Commission shall select, construct and maintain the highways to form the National System as deemed best and advisable by them and that it shall consult with and obtain recommendations from state highway departments as to routes to be adopted in various states.

It allows the Secretary of War to turn over suitable equipment to the Commission.

Appropriates out of the moneys in the Treasury not otherwise appropriated, a total of $425,000,000 to be expended in the next four years.

Another measure, known as the Osborne bill, provides a total of $1,700,000,000 for national highway construction, but differs from the Townsend bill in the method of routing the National Highway System. The Osborne bill provides for three main trunk lines, East and West, and four North and South, with uniting intersecting roads tying them into a national system.

Mr. Nares and the other members of the district branch of the Federal Highway Council, which includes Mr. A. Mack for several years Chairman of the Highways Committee of the San Francisco Chamber of Commerce, are in full accord with any movement to construct new and better highways. It is a concensus of opinion locally, however, that some amendments could be offered to both the Townsend bills and Osborne bills which would be of great help in carrying out their provisions.

Head of Federal Highway Council Will Speak in San Francisco

With direct reference to the foregoing, there comes the good news that S. M. Williams, Chairman of the Federal Highway Council, is making a tour of the country in the interests of securing legislation for the National Highway Policy and Plan. Mr. Williams is expected in San Francisco about October 11th, and a luncheon meeting is being arranged so that all interested may have the opportunity of listening to his remarks. Explanations of proposed legislation will be made by the Chairman of this important Council and it is interesting to know that Mr. Williams is well fitted to speak on this subject from the new national viewpoint.

SAN FRANCISCO MOTOR TRUCKS CARRY FREIGHT TO LOS ANGELES

Huge Freighters Testing Out Highways

The First California Highway Motor Train is now well on its way to Los Angeles. A fleet of eighteen trucks left San Francisco on Thursday, September 25th, each carrying a consignment of goods to Los Angeles merchants.

The local train is being run under the auspices of the motor truck dealers of San Francisco and the Ship-by-Truck Bureau of the Firestone Tire & Rubber Company. The value of good roads is fully realized by motor truck dealers and manufacturers as they realize that the movement of freight by truck is becoming more and more an established factor in transportation.

The recent coast-to-coast trip of the army motor transport convoy, which reached San Francisco a few weeks ago, clearly demonstrated that the motor truck is practical for long as well as for short freight hauls, but there must as well be good roads for this purpose.

Over a thousand miles of highways will be covered by this first motor train, each truck carrying the entire distance a load of its rated capacity.

The train will spend next Sunday in Los Angeles and leave on their return trip on Monday morning. The trip down has been interrupted by stops at various cities, during which talks on good roads and on the ship-by-truck movement are being given. No stops, except for meals and to take on fuel, will be made on the return trip, it being the purpose of the distributors to show that motor trucks can compete with the railroad, not only from a standpoint of making better time, but from economic views as well.

Enthusiasm has marked the reception of the train during its course thus far. Dealers have cooperated with the city authorities and civic organizations in the various stopping places. At Los Angeles, the travelers will be welcomed by a banquet tendered by the automobile interests of that city.

San Francisco Chamber of Commerce Activities

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San Francisco Chamber of Commerce

Merchants Exchange Building
465 California Street
San Francisco

For What You Want to Know —— Call KEARNY 112

AMERICAN TRADE PUBLICATIONS FIND FAVOR IN PENANG

The San Francisco Chamber of Commerce is in receipt of a letter from American Consul George L. Logan in Penang, S. S. expressing appreciation for certain American publications forwarded to him.

Mr. Logan points out that American publications are in good demand in that country and that the more of high character that are sent over, the better will the public understand American ideals and policies.

PROMINENT DUTCH EAST INDIAN OFFICIAL AVAILABLE FOR CONFERENCE

The Foreign Trade Department is advised, through the Bureau of Foreign & Domestic Commerce, that Dr. Kramer, Chief of the Experimental Station of the Department of Agriculture, of Java, will be in San Francisco for the next few days. Dr. Kramer is interested in the development of Java and Sumatra, and is well posted on the raw products of the islands. He will be available for conferences at the Netherlands Consul.

OPPORTUNITY FOR REPRESENTATION IN SIBERIA

Representative of local firm contemplates going to Siberia in the near future on a business trip and will entertain any good proposition to act as representative of reliable firms.

FOREIGN TRADE OPPORTUNITIES

3322. Cette, France. Swiss firm desires to get in touch with exporters of alimentary products, soaps, cereals, etc.

3323. Shanghai, China. English firm desires to connect with manufacturers and firms likely to require Oriental produce and dry goods. Also desires to obtain exclusive agency for a few good cinema film exporters.

3324. San Francisco, Cal. British firm desires to communicate with some reliable firms in San Francisco who would be willing to handle their manufactures, namely, tower clocks, wall clocks, grandfather clocks, etc.

3325. Vienna, Austria. Party desires to communicate with manufacturers and exporters desiring representation in Austria.

3327. Matanzas, Cuba. Commission merchant would like to get in touch with firms desiring to extend their business relations with merchants in Cuba. Interested in food products, steel products, wearing apparel, etc.

3328. Havana, Cuba. Party desires to represent in Cuba, exporters of rice, beans and canned goods.

3329. Guayaquil, Ecuador. Manufacturer of Panama hats desires to get in touch with importers of hats. Samples sent on application.

3330. Calcutta, India. Firm in India is in the market for motor cars. Large local firm reports satisfactory transactions with them.

OPPORTUNITY FOR REPRESENTATION IN NICARAGUA

Local firm sending man to the East Coast of Nicaragua wishes to get in touch with any manufacturers or agents desiring representation in that field. This man has but recently returned from that field and is fully acquainted with conditions there. A limited representation only will be carried. Address or call Mehta & Lynn, 505 Sharon Building, San Francisco.

PLACEMENT BUREAU

DISCHARGED SOLDIERS AND SAILORS

279. Young man, age 23, recently discharged from Army, wishes employment in large concern as typist, ledger or stock clerk. Initial salary secondary consideration if advancement is offered in course with ability.

280. Young man would like position as clerk or cashier in import and export business. Best references given. Have had eight years experience in steamship business as cashier and chief clerk and thoroughly familiar with coastwise tariffs. Will consider nominal salary to start.

281. Discharged officer, 32 months service, 12 months in France, would like to locate with good import and export house or marine insurance company, 24 years old. Two years at University of California. Best references as to character and ability. Speaks French.

282. A discharged soldier wishes a position as a salesman or clerk that offers a future. Three years local experience.

283. Wanted position in commercial house where experience in railroad and steamship general offices would be helpful. Overseas experience in handling French and German currency. Best references.

284. Assayer, formerly of Geo. A. James Co., recently discharged from service, would like to locate in a San Francisco assay office.

285. Energetic young man, age 24, college trained, recently discharged from Army, desires position in Orient as representative of local firm. Good references and qualifications. Interview desired. Salary open.

GENERAL APPLICATIONS

1484. Sales manager or specialty salesman. Twenty years experience. A1 references.

1485. Accountant or office manager desires a position where ability and experience are required. Character of the best. Can furnish references or bond if necessary.

1486. Norwegian, 22 years of age, with thorough knowledge of the export and import business of Norway, and well connected with many of the big importers, especially in the grain and flour trade, seeks a position in export and import or shipping firm. Have two and one-half years experience in big import house of Bergen, Norway. Well educated. Speaks and write English, German, Scandinavian and some French. Salary no object at start.

1487. Thoroughly experienced accountant and all around office man; good correspondent, desires position. Speaks and writes Spanish fluently and is familiar with people and conditions in Latin-America, having had many years experience in Mexico and South America.

SPECIAL NOTICE

The Chamber is in receipt of a letter making an inquiry for a man to go to Italy who is an expert in the methods of drying, handling and packing fruits, such as apricots, prunes, raisins and tomatoes. He must know about the most improved machinery, where to get it, how much it costs and how to install and operate it. He must be willing to go to Italy on a year's contract at $5,000 a year, and traveling expenses both ways.

MARINE DEPARTMENT

Steamer Lake Gilpen is scheduled to arrive here on October 6th from New York for bunkers, after which the liner will proceed to the Orient, in which trade the freighter will ply in the future.

Oliver J. Olson, president of the newly incorporated Ocean Mail S. S. Co., whose Steamer Paraiso will inaugurate the service between this port and Mexican and Central American ports, contemplates changing the name of the vessel. He has requested this department to submit an appropriate name. Many were suggested, one of which was selected by Mr. Olson and the change will be announced shortly.

Pacific Mail Steamship Company's Steamer City of Para, steaming from here early this week, took passengers to Southern ports, after which the liner will proceed through the Panama Canal as far as Havana. The vessel took 3,000 tons of rice from this city for direct shipment to Havana. No other freight to be taken aboard at Central American ports.

Steamers West Selene and Bakersfield, two Shipping Board steamers, will be ready to leave San Pedro between the 10th and 12th of October. The latter will come to this city to load for London and Avonmouth, being under charter to E. C. Evans & Sons. Both steamers were recently launched at the Southern port.

Steamer San Mateo, arriving here from Mazatlan, brought 25 bars silver and gold bullion valued at $40,250.

The Shipping Board steel Tanker Deroche has been chartered by the Vacuum Oil Company, to load oil at Tampico for delivery at Alexandria, Egypt, at rate of $6.50 per D. W. ton.

For Bergen & Christiania, the Norway-Pacific Line will have their steel Motorship George Washington, loading at San Francisco during November.

The Loop Lumber Company's Steamer Johan Poulsen left here last week for Port Ludlow to take lumber for Pope & Talbot's local yard. Part deckload will be taken on at Astoria for owner's account.

Receipts of copra the past fortnight have been rather heavy, total for week ending September 21st being 3,021 tons. On the 22nd the Schooner Samar arrived with 800 tons, and British Bark Raupo on 24th with 509 tons, and Marua, 180 tons.

The Pacific Mail Steamer City of Para, which reached port September 22nd from Balboa and Central American ports, brought 105 passengers, 1,152 tons freight and $97,800 treasure. The cargo consisted of 10,317 bags coffee, 3,778 pieces hardwood, 29 bags peanuts, 290 bales henequin, 267 packages indigo, 137 packages tartar, 105 packages preserved fruits, etc.

The Fife Shipping Company have sold their Schooner Comano to Henry G. Seaborn of Seattle, who is having new masts installed in the vessel. She will load a cargo of lumber on Puget Sound for discharge at Sydney under charter to Balfour, Guthrie & Co.

The Rolph Navigation Bark Edward May has been fixed to carry lumber from Eureka to Melbourne, having been taken by Comyn, Mackall & Co.

East Asiatic Company's Motorship Siam was still in port at Copenhagen on September 26th, partially loaded, bound to this city, her delay being caused by labor difficulties.

Pacific Mail Steamship Company's Steamer Colombia, which steamed from here on September 27th, took away silver and gold bullion valued at $8,000,000 to be delivered in Oriental ports.

Standard Oil Tank Steamer S. V. Harkness left here for Tampico to load oil for the West Coast.

The Steamer Colusa in the East Indian service of the P. M. S. S. Co., will sail from this port on October 2nd, carrying passengers and freight. The ports of call include Manila, Saigon, Singapore, Calcutta and Colombo.

Two sailings of the regular mail steamers for Australia and New Zealand will occur the first half of October. The Union Liner Tofua steams on the 6th for Wellington via Papeete and Raratonga, taking freight and passengers for Sydney also. The Oceanic S. S. Co.'s Ventura, for Honolulu, Samoa and Sydney, leaves out on the 14th, with passengers and freight.

The Steamer Madawaska, (ex-German Steamer Konig Wilhelm II, 9,410 gross tons) sailed from New York September 16th via Norfolk, for San Francisco, consigned to the United States Quartermaster's Department. The vessel will be used in the U. S. Transport Service out of this port. She is 490 feet 4 inches in length, 55 feet 3 inches in breadth, and 31 feet 2 inches in depth, and net tonnage 5,764.

The South America-Pacific Line, B. Lindvig, agent, for ports in Peru and Chile, will have their Steamer Baja California, loading at Vancouver and Seattle from October 2nd to 6th and at this port October 10th, for Malabrigo, Callao, Cerro Azul, Arica, Antofagasta and Valparaiso. Steamer Sinaloa will load here about November 16th for Guayaquil, Malabrigo, Callao, Arica, Antofagasta and Valparaiso.

The Robert Dollar Line to China, Japan and Manila will have the Steamer West Hepburn, sailing from San Francisco on December 8th, West Harts on January 15th and West Ira on February 12, 1920.

Shipments to Oriental and Far Eastern ports during the month of October will be unusually heavy, as evidenced by the large number of sailings from this port, both regular liners and freighters. The schedule at present announced, include, Pacific Mail—West Conob, Colusa, October 2nd, Diablo October 4th, West Caddoa 15th, Venezuela 18th, West Vaca 30th, Java-Pacific—Bengkalis October 18th, China Mail—China on October 16th, Struthers & Dixon—West Helix and West Cajoot early October, Hathaway October 10th, Matson Navigation Co.—West Cawthon October, Robert Dollar Co. —Grace Dollar October 20th, Toyo Kisen Kaisha—Persia Maru October 3rd, Choyo Maru October 18th, Korea Maru October 20th and Nippon Maru October 30th.

Matson Navigation Company have notified the Marine Department that their Steamer Matsonia which has been released by United States Government will load general merchandise at New York for San Francisco. American Hawaiian Steamship Company will be the New York Agents. Vessel will commence loading about November 15th. The American Hawaiian Steamship Company's Steamer Arizonan has just been released by the U. S. Government and taken over by former owners.

Four masted Barkentine Geo. U. Hind, will be launched shortly from the yards of the Rolph Shipbuilding Company, on Humboldt Bay.

Shell Oil Company's Tanker Gold Shell, has delivered to the company's plant at Martinez 188,000 barrels oil, which was brought from Southern California from September 10th to 25th inc.

United States Army Transports Thomas coming from Manila, Guam, Vladivostok and Honolulu are scheduled to arrive here on October 4th or 5th; Sherman due October 7th or 8th, and Logan October 17th.

Schooner J. W. Wells has loaded 7,562,901 lbs. barley for United Kingdom, same being shipped by Balfour, Guthrie & Company.

The Rolph Navigation & Coal Co. have sold their four masted Schooner Golden State, to L. A. Scott of Mobile. The vessel now at Pensacola from Honolulu, will load for Montevideo.

THE INTERNATIONAL TRADE CONFERENCE

Important Problems of the World Will be Taken Up

The International Trade Conference, which was postponed on account of the delays incident to the departure of delegates from France, Italy and Belgium, is now scheduled to open on October 20th. The program generally will be as previously arranged, but it will be stronger because of the additional time which those participating have been able to devote to its preparation. The many topics which will have consideration indicate that the deepest thought has been given to a constructive plan for international reorganization of business and social exchange. One of the major themes to be presented is the economic readjustment of commercial and industrial conditions in England, France, Italy and Belgium, and it is expected that the findings should be of a character to serve as a guide to American manufacturers, producers, bankers, etc., in planning their trade relations in the future.

Finance

Finance will be another general subject. It includes foreign exchange and all the forms in which questions of credits may arise. Under this subject there will probably be discussion of the various plans for extending credits which have been proposed in the United States. England recently announced a plan for credits up to three years in connection with sale of British goods to unsettled parts of the Near East. Italy may have special needs for capital for rehabilitation and expansion of its industries and may find value in an opportunity to describe the relation of its proposed taxation on capital to new investments. Belgium will undoubtedly have points of view to express about the terms of credit which it considers equitable and which its merchants seek. France will have topics of no less interest. Even the German mark and its exchange value may get into the discussion; for a badly depreciated currency always contains possibilities of advantage to its country when it exports its products.

International Fair Play

It is recognized that wars have been due to trade rivalry. Perhaps it has not been sufficiently noticed that the commercial hostility which leads to armed conflict may probably be a cumulative effect of innumerable irritations of unfairness and discrimination, having an influence in official circles which are in communication and sympathy with the commercial class. These practices are all manifestations of a spirit of hostility which might possibly be lessened by discussion. A general consideration of unfair competition in foreign trade to see how far the principles of fairness, which have been applied in legislative and administrative regulation to domestic trade, might be applied to international trade.

Fair play in international commercial competition was promoted before the war by international congresses of chambers of commerce. It will be promoted likewise by the meeting at Atlantic City, and in the event the meeting at Atlantic City should result in arrangements for future study and solution of international problems in the commercial field, fair play internationally would probably be the biggest subject referred to the permanent organization. Any such organization, of course, would have for its purpose to promote discussion and to arrive at recommendations concerning fundamental business and industrial problems having international aspects.

Food and Cost of Living

The world's food supply will remain an international problem until the effects of war conditions have become less acute. Questions of food and of the cost of living are of outstanding importance in the countries which have done most in the war. They will consequently have a prominent place on the program, according to the plans that have been made in advance. It is hoped that Mr. Herbert Hoover may lead the discussion, and that the result of the sessions devoted to these subjects will be a more general understanding of the world situation in one of its most essential respects.

At the same time there will undoubtedly be illuminating references to industrial conditions and to the relative success of various solutions of difficulties which, during the war and since the Armistice, have been put to the test of practical application.

There will be an American committee for every subject, including producers, shippers and economists who will meet from day to day with the foreign delegates. By this method of procedure every foreign delegation will have opportunity to state the needs of his country to the appropriate committee which from day to day will meet with the representatives of other countries. The composition of the committees appointed to deal with each of the main subjects to come up will be such as to insure that the best authorities in the United States will be at the disposition of the foreign delegates. Following an examination of the questions in detail the conclusions reached will be reported to the conference as a whole. In this way the members of every delegation will have an exceptional opportunity to present their views and the information they bring in the most effective way.

Cable advices are that the foreign delegates have been making careful preparations for the Conference, and will come fully equipped to give the American public the information needed on all the subjects outlined to bring about an arrangement through which the business men of the United States can reopen channels of commerce, stimulate production and supply demand, and thus help in the reconstruction work of Europe's war-torn nations.

San Francisco to be Represented

Invitations have been sent to the various members of the Chamber of Commerce of the United States in San Francisco to send a firm member to the Trade Conference. Several San Franciscans who are at present in the East have agreed to attend, and it is probable that C. H. Bentley of the California Packing Corporation will head the local delegation. Marshall Dill of Dill-Crossett Co., also Chairman of the Foreign Trade Committee of the Chamber, will also be in attendance. Others who will go from San Francisco are Harold W. Koster, of the California Barrel Co., and Frederick J. Davis, Division Director for East Indies and India of that company.

The Chamber is just in receipt of a list of the delegates which are being sent by England, France, Italy and Belgium. If any members of the Chamber are interested in the personnel of the various representations they can be viewed at the offices of the Chamber.

The interest of San Franciscans may be aroused by the fact that one of the members of the French delegation is Alexander Louis Albert Tirman, who represented France at the Panama-Pacific International Exposition.

Mr. A. C. Bedford, head of the Standard Oil Company of New Jersey, is Chairman of the Executive Committee in charge of the Conference.

He has the following to say in regard to the proposed discussions:

"Out of this exchange of views will come thorough preparation for a conference which can then take up in earnest some of the most important problems with which the world is faced today.

"It has become clear that there is small hope of actual reconstruction of world trade until those most concerned meet together with the determination to find solutions of these problems."

SAN FRANCISCO DISTRICT FREIGHT TRAFFIC COMMITTEE—DOCKETS

Docket 2525—(Hearing 11:15 A. M., October 15th)—Copper and zinc, carloads. Proposal to reduce rates from Anaconda and Black Eagle, Montana, to San Francisco.

Docket 2527—(Hearing 2 P. M., October 15th)—Soap and articles taking same rates. Proposal to reduce rate, San Francisco to Cananea, Mexico, from $1.19 to $1.00 per 100 lbs.

Docket 2529—(Hearing 2:30 P. M., October 15th)—Special engine service. Proposal to cancel charges now published covering this special service for movement of freight between points within jurisdiction of the San Francisco District Freight Traffic Committee.

Docket 2533—(Hearing 3:30 P. M., October 15th)—Truck attachments, bodies and cabs, straight and mixed carloads. Proposal to reduce rate to $2.00 per 100 lbs., from Milwaukee, Wis., to California terminals.

Docket 2534—(Hearing 3:45 P. M., October 15th)—Fish, dried, carloads. Proposal to reduce rates from Mazatlan and Guaymas, Mexico, to San Francisco.

Docket 2535—(Hearing 4 P. M., October 15th)—Charcoal, wood, carloads. Proposal to reduce rate, Templeton, Cal., to San Francisco, from 24 cents to 21 cents per 100 lbs., minimum 40,000 lbs.

Docket 2537—(Hearing 10:30 A. M., October 16th)—Livestock, carloads. Proposal to apply through rates point of origin to destination plus rate of $5 per car on livestock, carloads, stopped in transit at Alvarado, in lieu of present through rates plus the local rate to Halvern and return of $6.50 per car plus $5 per car for stopping in transit at Alvarado when originating at points north of Woodland and Sacramento, east of Roseville, south of Stockton, Mather and San Jose, destined to San Francisco, Oakland and Stockyards, Cal.

Docket 2450—Ground slate and slate dust, carloads, from San Francisco to Los Angeles. Cancelled.

Docket 2541—(Hearing 11:30 A. M., October 16th)—Dressing (hat brite), carloads. Proposal to reduce rate, Chicago to California terminals and intermediates, from $3.06½ to $1.56½ per 100 lbs.

Docket 2542—(Hearing 2 P. M., October 16th)—Buttermilk, liquid or dry, carloads, from California terminals and intermediates to Eastern points. Proposal to include buttermilk in Items 290 and 300 of T. C. F. B. Tariff 3-M.

Docket 2543—(Hearing 2:15 P. M., October 16th)—Paper bags (seed, lithograph), carloads. Proposal to reduce rates from California terminals and intermediates to Groups E to J inclusive.

Docket 2546—(Hearing 3 P. M., October 16th)—Vegetable oils, imported, carloads, from Seattle and Tacoma, Wash., to San Francisco and Oakland. Proposal to reduce rate from 60 cents to 35 cents per 100 lbs.

Docket 2547—(Hearing 3:15 P. M., October 16th)—Rice hulls, carload. Proposal to reduce rate, San Francisco to Baier, Cal., from 47½ cents to 15½ cents per 100 lbs., minimum 30,000 lbs.

Docket 2552—(Hearing 10:15 A. M., October 17th)—Wood flour, carloads. Proposal to reduce rate, California terminals and intermediates, to Louviers, Colo., from $1.04 to 62½ per 100 lbs., minimum 36,000 lbs.

Docket 2555—(Hearing 11 A. M., October 17th)—Superheaters, carloads. Proposal to reduce rates from Eastern territory to California terminals.

REPORT ON CONSOLIDATED CLASSIFICATION

The long pending Consolidated Classification report was released by the Commission September 22nd. It recommends to the Director-General the adoption of the rules, descriptions, packing specifications and estimated and minimum weights, but declines to recommend the changed ratings except where the uniformity of descriptions and the creation of new items makes new ratings imperative. In other words, it declines to recommend any general increase in transportation charges such as would follow the adoption of ratings written into the Consolidated Classification by the committee appointed by the Director-General and on which served without power to vote J. C. Colquitt, the Commission's classification agent.

Chairman Aitchison dissented from that part of the report endorsing the proposed rule 10, which is unlike the rule of that number in Official territory in that it authorizes mixtures at the highest rate and highest minimum of any commodities in the car, while that rule in Official territory gives a carload rate on the highest rated article at the minimum attaching to that article.

Commissioner Woolley dissented because the Commission did not endorse the ratings written into the book by the classification men and recommended to the Commission by Attorney-Examiners Colquitt and Disque, who heard the testimony. They recommended the ratings in an effort to bring about practically uniform rules, descriptions, packing specifications and ratings on the first four classes. The Commission declined to recommend the uniformity endorsed by Disque and Colquitt on the ground that the new ratings would cause increases on which those interested had not had hearings within the meaning of the law. It took the attitude that it should look at the request of the Director-General in a judicial way and not foreclose anything by recommending increases on which there had not been hearings. The so-called hearings were mere conferences, in a law sense.

The Commission said that uniformity in ratings without nation-wide class scales in which the different classes bear the same relationship to each other would not really be uniformity. Tentatively it recommended the creation of a ten-class scale in which the relationship should be 100, 85, 70, 60, 45, 35, 30, 25, 22 and 20.

As to the cancellation of state classifications, the Commission says that, in its opinion, there is generally no reason for different ratings on state traffic than on interstate traffic, but suggests that the state classifications be not summarily cancelled. It recommends that differences between state classifications and the Uniform Classification be worked out in cooperation with state commissions and shippers in order that no shipper or community may be deprived of reasonable and proper rates.

EMBARGO ON REFRIGERATOR EQUIPMENT

Director-General Hines of the United States Railroad Administration has recently ordered all Regional Directors to place embargoes against all consignees who fail to promptly unload refrigerator cars. This order was deemed necessary because certain jobbers, particularly in the eastern part of the country, have evinced a disposition to willingly assume demurrage charges while awaiting a possible advance in the markets.

The Traffic Bureau has been assured by local officials of the United States Railroad Administration that there is little likelihood of the Director-General extending the restriction to consignors in this territory, but we take this opportunity of impressing upon shippers the absolute necessity for doing everything possible to facilitate the prompt loading and forwarding of all equipment.

BUSINESS WANTS

Kenji Oki, 1313 8th Street, Sacramento, Cal., is in the market for machines for knitting underwear.

G. E. Snell, Security Building, Billings, Mont., is in the market for goats.

Alexander Film Co., Merriam Building, Spokane, Wash., is in the market for advertising slides.

Peter Adams, R. F. D. No. 1, Sutherlin, Ore., is in the market to dispose of poultry.

Geo. L. Converse, 1215 G Street, Modesto, Cal., is in the market for ready-cut houses.

John B. Azzolin, Centerville, Iowa, is in the market for dried grapes and raisins.

Tweedy Company, Inc., 238 Sacramento Street, San Francisco, is in the market for baled newspapers free of magazines and colored supplements.

Fish Canners By-Products Co., 4153 Arcade Building, Seattle, Wash., is in the market for cocoanut oil.

Natl. Poultry, Dog & Bird Store, 3111 Olive Street, St. Louis, Mo., is in the market for Japanese and Chinese bird cages.

Caserta Importing Co., 183 West 10th Street, New York City, is in the market for raisins.

E. V. Lunn, 603 N. 4th Street, Yakima, Wash., is in the market for squabs for breeding, also pigeon supplies.

Chas. S. McKelvy, 1426 West 28th Street, Los Angeles, Cal., is seeking a market for a supply of salt suitable for tanning purposes.

Miss I. Littlejohn, Box 300, Mineral Wells, Texas, is in the market for portable houses.

Park, Thomas & Co., Marine Trust Building, Buffalo, N. Y., wish to dispose of a lumber business having water and rail connections.

R. C. Cochrane, 107 East Kemp Ave., Watertown, S. Dakota, wishes to get in touch with shoe dealers in this city.

Luis Alvarez, 521 Higgins Building, Los Angeles, Cal., is in the market for heavy iron or steel drums for shipping fuel oil.

Otto Heineman Phonograph Supply Co., 300 Monadnock Building, San Francisco, desires to get in touch with dealers in Japanese silks and cotton crepes suitable for shirtings.

William Rehm, 50 Pine Street, New York City, is in the market for canned squash and pumpkin.

F. X. Grussi, 120-12th Street, Astoria, Ore., is in the market for Chinese and Oriental goods.

S. Kadooka, 510 Battery Street, San Francisco, is in the market for California claret for export.

GOVERNMENT BIDS

Bids will be opened by Zone Supply Officer at Fort Mason on October 6th for ammonia, anchovies, asparagus tips, cereals, bouillon cubes, ginger ale, jelly, soup, tea, walnuts and soap.

Bids will be opened at the Zone General Supply Depot at Fort Mason on October 7th for oils, as follows—aero, motor, transmission lubricant, cup grease, cylinder, engine, floor, fish, paraffine, harness, linseed, sperm and lard.

Bids will be opened by Zone Supply Officer at Fort Mason on October 8th, for 5,943 lbs. fresh frozen turkey; and on October 21st for hay, oats and bran. Details and specifications are on file in the Exchange Hall of the Chamber of Commerce.

COFFEE ARRIVALS

The Green Coffee Association of the San Francisco Chamber of Commerce reports the following arrivals during the past week with coffee consigned to members:

September 19, 1919—S. S. San Mateo, 385 bags of coffee.

September 22, 1919—S. S. City of Para, 10,307 bags of coffee.

September 27, 1919—S. S. George W. Elder, 2,668 bags of coffee.

INDUSTRIAL WELFARE COMMISSION TO HOLD LOS ANGELES MEETING

The Industrial Department of the Chamber is advised that there will be a public hearing held at the Hotel Alexandria in Los Angeles on October 6th by the Industrial Welfare Commission of the State of California in the matter of textile industries, agricultural occupations, bean cleaning and sorting, nut shelling and picking, and the beet sugar industry, with regard to minimum wage to be paid to women and minors, the maximum hours to work consistent with health and welfare and the standard conditions of labor demanded by health and welfare of women and minors engaged in these industries. All persons interested are invited by the Commission to attend the public hearing.

AUSTRALIAN MANUFACTURER DESIRES LOCAL CONNECTION

The Chamber of Commerce is advised that an Australian concern manufacturing non-alcoholic bitters is desirous of either obtaining direct representatives for their product in the United States or connections with persons who would be interested in the establishment of a factory to manufacture their products in this country. For further particulars call upon the Industrial Department.

PRESERVING EQUIPMENT FOR ITALY

The Chamber is in receipt of information that a concern in Italy is about to establish a marmalade factory in Italy and is desirous of obtaining in the United States equipment together with the services of a high grade mechanic to set up the equipment and to instruct the employees of the proposed plant. Details regarding this may be obtained from the Industrial Department.

REPRESENTATION IN ST. LOUIS

Godfrey-Rice & Company, of 414 North Boyle Avenue, St. Louis, Missouri, have addressed to this office correspondence in which they request connections with San Francisco manufacturers who wish to be represented in the Mississippi district. They claim to have a complete organization and express a desire to handle the goods either through St. Louis jobbers or by paying cash on receipt of goods.

DENATURED ALCOHOL FOR LOCAL DISTRIBUTION OR EXPORT

The Pacific Coast Despatch has informed the Chamber that it is endeavoring to organize a return-load service for their tank cars engaged in eastbound shipments of Oriental oils imported through San Francisco, and are endeavoring to locate San Francisco jobbers or brokers who desire to handle denatured alcohol for westbound shipments in tank cars to San Francisco. Those interested may communicate with the Pacific Coast Despatch in the Phelan Building, San Francisco.

ADVANCE IN FREIGHT RATES

A representative of the Traffic Bureau now in Washington, D. C., advises that there is no likelihood of a further general advance in rail rates during the remaining period of Federal control, which, according to the best information obtainable, will terminate December 31, 1919, upon order of the President or Congress. It is believed, however, that shippers and receivers of freight may reasonably anticipate rate advances on or about March 1, 1920.

PENDING RAILROAD LEGISLATION

We are advised from Washington that serious objection to the control of water carriers by the Interstate Commerce Commission is coming to members of Congress from all parts of the United States.

Knight-Counihan Printing Co.

SAN FRANCISCO
CHAMBER OF COMMERCE ACTIVITIES

Volume 6 | The Commercial, Financial, Industrial and Governmental Metropolis of the Pacific Coast | Number 41

Every Thursday ——October 9, 1919

Statement of the San Francisco Chamber of Commerce in the Matter of Proposed Arbitration of the Situation Brought About by the Riggers' and Stevedores' Strike on the San Francisco Water Front

The San Francisco Chamber of Commerce, through its Industrial Committee, responded to the invitation of the Special Committee, appointed by the Labor Council to endeavor to bring out in conferences with this Committee a plan of conciliation between the Riggers' and Stevedores' Union and the Water Front Employers' Committee.

In entering the conferences the Chamber of Commerce stated its position: that it favored the principle of arbitration of such industrial disputes as relate only to questions of hours of labor, or rates of wages, or actual working conditions of the employees concerned, but that arbitration cannot be urged with any organization, or group of men who are not responsible, or who will not loyally perform their own agreements, or fairly observe the rules or regulations of their own organization.

The conferees have earnestly endeavored to arrive at a just basis of settlement, but there has been no substantial agreement, due largely to the fact that the Riggers' and Stevedores' Union has been shown by thorough inquiry to be, as at present constituted, a body so irresponsible as to render it impossible for this Chamber to urge upon any employer further negotiations with the organization.

This conclusion was due entirely to the attitude of the Riggers' and Stevedores' Union in constantly introducing new subjects of controversy as soon as the matters then in dispute appeared to have been settled, and finally, by passing a strike resolution on a rising vote, a proceeding entirely at variance with their own constitution, after previously having voted not to strike, by secret ballot.

The Chamber regrets, because of this showing, that its usefulness as a conciliatory body has been ended in this instance.

Dr. Reinsch in San Francisco

The Chamber of Commerce is to have the great honor and advantage of conferring with Dr. Paul S. Reinsch, who recently resigned as United States Minister to China, and who has just arrived in San Francisco. The officials of the Chamber are endeavoring to arrange so that that those members of the Chamber who are interested in China may have the opportunity of meeting Dr. Reinsch personally. The form of this interview has not been definitely arranged with Dr. Reinsch, but all members who so desire can, by communicating with the offices of the Chamber, obtain information as to the time and place.

The Chamber is in receipt of information from Peking that on the departure of Dr. Reinsch from that city, not only American but British and Chinese guards of honor were arranged about the station and that there also participated in the farewell representatives of French, Portuguese, Spanish, Italian, Cuban and Japanese legations in addition to the British and Chinese.

SALIENT POINTS IN ADDRESS OF JULIUS H. BARNES BEFORE COMMERCIAL CLUB

Wheat Director and President of the Grain Corporation, Julius H. Barnes, interested his hearers at the noon day luncheon of the Commercial Club on Tuesday last.

He pointed out the heroic performance of the people of the United States in saving the food situation of the world during the war, stating that this was no less effective than the military victory of our armies.

He gave some interesting figures as to the actual and guarantee grain prices of the various countries of the world, showing that under the stabilized guarantee price in the United States the farm price had netted $2.05 per bushel; that various European countries carried guarantees as high as $4.33 per bushel and the average world price of all countries—consuming and producing—worked out at $2.46 per bushel to the grower.

Mr. Barnes showed that the property wealth in farms in the United States constituted 51% of our total wealth, the monetary value being 41 billion dollars. Thirty million people are engaged directly in farm work and twenty million additional in small towns are dependent on agricultural production—a total of fifty million people and very nearly half our entire population.

Pre-war figures showed the acreage devoted to agricultural purposes to be 277,000 acres. During the war this was increased to 332,000 acres, with corresponding increase in output from five billion dollars to eleven billion dollars.

Mr. Barnes further outlined that before the war American shipping constituted 4½ per cent of the world's total, and will have risen to 25 per cent when our ship program is completed.

Careful financing and steady production, are important considerations in the mind of Mr. Barnes if we are to utilize our increased facilities to advantage. The industrial situation must be adjusted so that our home and foreign trade can proceed economically, if we are to maintain our newly made relations with foreign countries.

NEW MEMBERS SINCE LAST REPORT

Calliott, Henry J. B., Patented Box Strap and Devices, 310 Clay Street.

Chinese-American Farms, Inc., Farming, Potatoes, Onions, Beans, 460 Montgomery Street.

Fujita & Allen, Imports, Exports and General Brokers, 22 Battery Street.

Goodyear Tire & Rubber Co., (10 A's.) 1563 Mission Street.

Ishimitsu Co., S., Exporters and Importers, 225 Clay Street.

Kirk's Military Shop, Military Goods, 587 Market Street.

Kresser & Strich, Commission Merchants, 320 Market Street.

National Canning Co., Fruit and Vegetable Canning, 327 Bay Street.

Marks, George, Grain and Merchandise Broker, 268 Market Street.

Mason, E. W., Gen. Mgr. Western Pacific R. R., Mills Building.

Myers, Sydney C., Steel, 707 Kohl Building.

San Francisco Feeder Co., Livestock, 303 Hobart Building.

Schroth, Wm. J., Import and Export, 112 Market Street.

Shean & Deasy, Inc., Bond and Insurance Brokers, 702 Kohl Building.

Smith, Doyle & Vaughan, Inc., Brokers (Sardines and Tuna), 112 Market Street.

United Cigar Stores Co. of America, Retail Cigars, 555 Howard Street.

Wilson, Frank P., Insurance, 210 Clunie Building.

TRADE AT A GLANCE BY BRADSTREETS

SAN FRANCISCO

Wholesale and Jobbing Trade—Good.
Retail Trade—Fair to Good.
Manufacturing and Industry—Good, except shipbuilding, allied industries and shipping. Over 60,000 men out on strike in these lines.
Collections—Fair to Good.

SEATTLE

Wholesale and Jobbing Trade—Good.
Retail Trade—Good.
Manufacturing and Industry—Active.
Collections—Good.
Fall Buying—Active.

PORTLAND

Wholesale and Retail Trade—Good.
Manufacturing and Industry—Fair.
Collections—Fair.
Sugar shortage noticeable.

SPOKANE

Wholesale and Retail Trade—Good.
Manufacturing—Active.
Collections—Favorable.
Strike in Coeur d'Alene Mining District continues.

LOS ANGELES

Wholesale Trade—Good.
Retail Trade—Fair.
Collections—Good.
Early rains benefit citrus and walnut crops.

INDUSTRIAL GROWTH OF STATE SHOWN AT AUDITORIUM

County Agricultural Exhibits Attract Attention

The California Industries and Land Show, which opened at the Civic Auditorium last Saturday deserves the attendance of all who have the good fortune to be in San Francisco during its duration. Sufficient time has been given to this important exhibit, from October 4th to 19th, to allow for attendance from all over the State.

The manufacturing industry, particularly that which adapts itself to turning out machinery to be used in agricultural work is well represented. Tractors and other motor driven farm implements are shown in the highest state of development.

The county exhibits are most interesting and the displays of fruits, vegetables and grain from some of our northern counties indicate that the variety of products grown is increasing yearly and that scientific methods are used to good advantage.

Many novel features have been arranged for the show. Days have been set aside for various sections of the State on which their particular products will be given emphasis. Certain of the counties and districts represented have arranged to give away samples of the products originating in their own sections.

A visit to the land show will be worth while.

C. H. Bentley

John J. Arnold

Harold W. Koster

San Francisco Business will be Represented at International Trade Conference

The representatives of the five great nations associated in the war will sit down together and thresh out problems, the solution of which is essential to the removal of present international trade ills. This is the general program of the International Trade Conference which will take place at Atlantic City beginning October 20th.

The results of this important conference will have much to do with the re-establishment of international confidence and will give impetus to universal trading. Following three days of intensive conference with the foreign delegates there will be open sessions for wide discussion of problems, and it will be possible for these foreign delegates to be enlightened as to our troubles and we will be informed regarding theirs.

San Francisco will be fortunate in having as its representatives some of our leading merchants, who will take an active part in the proceedings. Mr. C. H. Bentley, of the California Packing Corporation, has been asked to serve upon the Food-stuffs Committee by the Chairman of the conference, Mr. A. C. Bedford, head of the Standard Oil Company of New Jersey. Mr. Marshall Dill, Chairman of the Foreign Trade Committee of the San Francisco Chamber of Commerce will represent that important Committee and report to them what transpires at the conference. Others who will go from San Francisco are: Mr. John J. Arnold, Supervisor of the International Business Department of the Bank of Italy, Mr. Frederick J. Davis, Director of the East Indies and India Division of the Koster Company, and Mr. Harold W. Koster, Manager of the Machinery Department of the same company.

In addition to the delegates who will represent the San Francisco Chamber of Commerce directly, Frederick J. Koster, former President of the Chamber and now a member of the Board of Directors of the Chamber of Commerce of the United States, will be at the Atlantic City meeting. Mr. Koster is closely in touch with the coming conference and will take an active part in its discussions.

Great Britain, France, Italy and Belgium are sending distinguished delegates to this conference. With the assistance of experts accompanying the personnel of the Foreign Commissions they will number about sixty. The initiative of the Chamber of Commerce of the United States in arranging the conference and securing the cooperation of Great Britain, France, Italy and Belgium has been taken with approval of the United States Government.

Frederick J. Koster

Frederick J. Davis

Marshall Dill

San Francisco Chamber of Commerce Activities

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For What You Want to Know —— Call KEARNY 112

FOREIGN TRADE CONVENTION IN THIS CITY ALREADY ATTRACTING WIDE ATTENTION

Judging by the degree of initial interest being shown in the Foreign Trade Convention scheduled for this city next May, all records of attendance will be broken by the convention here.

C. P. Converse, Secretary of the Pacific Coast Committee in charge of arrangements for the convention, states that interest is particularly keen through the Middle West.

A general plan of circularization has been adopted by which leading business men, firms and commercial and trade organizations, not only in America, but in the Orient and the West Coast of Latin-America are being interested.

Committees will shortly be announced on finance, on entertainment and on hotels.

Suggestions were recently sent to seven hundred firms of San Francisco, urging that they place on their stationery "San Francisco invites you to attend the Seventh National Foreign Trade Convention, May 12-15, 1920." Scores of replies have been received from business houses stating that they would place this slogan on their stationery. It has also been adopted by the San Francisco Chamber of Commerce for all stationery and a similar plan is being put into effect by leading Pacific Coast cities which are cooperating with San Francisco.

Arrangements are being made through the American Express Company for two important excursions following the convention for the particular benefit of Eastern visitors. One will be to the Yosemite Valley and the other to Hawaii.

The Civic Auditorium has been secured for the sessions of the convention.

A general publicity campaign will be conducted during the coming eight months, in order that the convention and the matter of foreign trade to America may be carried, not only to the industrial factors of the Nation, but to the general public as well.

CONVENTION PASTERS

The Pacific Coast Office of the National Foreign Trade Council has had lithographed a number of pasters to be put on letters, urging a large attendance to the Convention. A supply of these can be procured upon personal application (not by mail) at Room 1037, Merchants Exchange Building.

BOSTON ORGANIZATION DESIRES LOCAL CONNECTIONS

The Chamber is in touch with a firm in Boston, Mass., maintaining a sales organization in the States of New York, Massachusetts, Connecticut, Maine, Vermont, New Hampshire and Rhode Island who desires to get in touch with local manufacturers or importers of textile goods, Japanese silks, linen, cotton, mohair, etc.

They are anxious to complete arrangements before the first of the year so that sales campaigns can be started at that time.

FOREIGN TRADE OPPORTUNITIES

3331. Montreal, Canada. Party desires to get in touch with exporters of dried and canned fruits of any description.

3332. London, England. Firm desires to communicate with exporters of barley. Desires samples and C. I. F. quotations.

3333. London,. England. Party desires to represent in England, American firms desiring representation. Mainly interested in hardware, chemicals, galvanized sheets, tin plates, etc.

3334. Barcelona, Spain. Party desires to represent in Spain, exporters or manufacturers wishing to extend their trade with that country.

3335. Santiago, Cuba. Firm desires to connect with exporting firms in San Francisco, wishing to have a direct representative for the sale of their goods in Cuba.

3336. San Rafael, Ures, Sonora, Mexico. Soap manufacturers desire quotations F. O. B. Guaymas, Sonora, on caustic soda and rosin.

3337. Concepcion, Chile. Firm desires to get in touch with exporters of salmon, rice, coffee, and other food products.

3338. Melbourne, Australia. Manufacturers of spokes and hubs out of New South Wales ironbark and spotted gum, desire to get in touch with manufacturers' representative or firm, knowing something of the trade, who would be willing to represent them on a commission basis.

3339. Monrovia, Liberia. Firm desires to be put in touch with manufacturers and exporters of patent medicines, toilet articles, canned fish, flour, rice, tobacco, boots and shoes, lumber, etc., with a view of acting as their selling agents for Liberia.

3340. Habana, Cuba. Sales agents for several of the large producers of sugar in the Island of Cuba, desire to get in touch with firm interested in purchasing sugar.

3341. New York, N. Y. Manufacturers' agent desires to connect with manufacturers or producers who would like to have an export agent or representative in New York.

3342. Calcutta, India. Party connected with two of the large coal companies in India, desires to get in touch with consumers or dealers of coal.

3343. North Perth, West Australia. Party desires to market in this country blackboy gum, used in the manufacture of varnishes, various kinds of spirits, etc. Samples can be seen at the Foreign Trade Department.

THE FREIGHT CAR SITUATION

According to the Railroad Administration, evidence that the freight car situation can really be attributed to the general crop surplus, is contained in a bulletin issued by a San Francisco bank. California's wheat harvest at 14,000,000 bushels, is double that of last year and the largest since 1907.

It is estimated that the national production of barley will reach 195,000,000 bushels of which California will yield 31,150,000 bushels, nearly one-sixth.

The estimate for rice is 43,000,000 bushels of paddy. California's proportion of this is more than one-fifth, 8,750,000 bushels, a phenomenal crop with respect to rapid strides in development.

Some indication of the tremendous movement of perishables out of California may be gained from the estimate of the Pacific Fruit Express that the amount of ice used this year in safeguarding shipments is 63% above that of last year. Interstate shipments by the Pacific Fruit Express from January 1, 1919 to September 30th, total over 73,000 carloads as against 51,000 for the same period last year.

The grape movement is already 2,400 cars ahead of last year.

In the face of this phenomenal demand for equipment, the railroads are imploring shippers to load to the limit and release cars immediately.

MARINE DEPARTMENT

Barkentine Edward May proceeds from this port to Eureka to load redwood for Melbourne at the rate of $47.50 per thousand.

Swedish Motorship Lima, arriving here from Gothenburg via Iquique, brought 20,000 bags nitrates, 500 tons cocoa beans and 2,650 tons miscellaneous. After discharging, the freighter will commence loading out for Scandinavian ports, leaving about the middle of the month.

Nine hundred and fifty-four cases of eggs arrived here by the Steamer Ventura from Australia.

The new steel tankers, recently completed for the U. S. Shipping Board in local yards, Dillwyn and Dilworth, respectively, have been taken under time charter by the Standard Oil Co., at rate of $6.50 deadweight.

Standard Oil Company's Steamer El Segundo left here last week for Paulsboro, N. J., carrying 1,500,000 gallons of lubricating oil, loaded at the company's plant, Richmond, Cal.

The following named steamers will ply in the Pacific Mail Steamship Company's Hongkong, India, service. Steamers Lake Farmingdale, Lake Faulk, Lake Fielding, Lake Gilpen and Lake Gitano; these freighters register from 1,600 to 3,000 tons and will come to the coast from the Atlantic, coming into this port for bunkers, before proceeding to the Orient.

Union Steamship Company's Steamer Tofua brought 32 boxes gold from Wellington, N. Z., consigned to the Canadian Bank of Commerce of San Francisco. Other large shipments consisted of hemp, pelts, copra, etc. There were large consignments of hides, peas, pelts, skins, etc., bound to Eastern cities in transit.

The Trans-Oceanic's new steel freighter Shinyo Maru No. 2, is loading outward cargo for Yokohama and Kobe, and will steam from this port about October 10th.

The Matson Liner Maui returning from two years war service in the Atlantic, arrived in port October 2nd, with 7,664 tons coal, laden on board at Norfolk, for the U. S. Government. The vessel will be completely overhauled and reconditioned, before resuming service between San Francisco and Honolulu, no date having been set as yet.

The salmon season of 1919 will be brought to a close, with the arrival here of four ships of the Alaska Packers Association's fleet. This has been an exceptionally poor year as far as the Bristol Bay canneries were concerned. The arrivals up to date of October 2nd total 425,854 cases and 4,286 barrels, most of which is for above named company.

The Dutch Steamer Bengkalis of the Java-Pacific Line, consigned to J. D. Spreckels & Bros. Co., which reached port October 1st from Batavia, etc., brought a very heavy and valuable cargo. There was stowed away in her holds over 5,800 tons cargo, principal items being 54,000 bags coffee, 5,297 bales kapok, 4,054 bales fibre, 3,480 cases rubber, 2,016 chests tea, 5,900 bags pepper, 100 cases spices, 1,650 bags concentrates, 108 cases gold and silver bullion and coin, 155 packages gums, 100 cases quinine, 3,013 bags copra and 1,500 bags tapioca. The vessel leaves out for Java ports on October 18th.

The Standard Oil Company have the Schooner Commerce loading case oil for Dunedin, N. Z., and the British Bark Daylight for the Orient, the Schooner Henriette for Suva, the Motorship Katherine for Swatow, Schooner Luzon for Wellington, Ship Muscoota for Manila, Schooner Phillipine for New Zealand, Schooner Samar for Lyttleton, and Schooner W. F. Jewett for Brisbane. The Shell Oil Co. dispatched the Steamer Gold Shell for Singapore, and the Silver Shell for Shanghai this week.

The Shipping Board Ship Monongahela, under operation of Struthers & Dixon, will go on the berth at this port on November 1st for Wellington and Sydney.

The Pacific Mail Steamers Point Adama and Point Bonita, which are to operate on the Baltimore-San Francisco service, will leave former port on October 15th for the coast.

PLACEMENT BUREAU

DISCHARGED SOLDIERS AND SAILORS

286. Young man, thorough rate and shipping experience, former local head import-export department, principal transcontinental carrier, available to import and export firm. Best of references.

287. Young man out of the Navy whose rating demanded executive ability, desires position of specialty with growing concern. Outside work preferred.

288. Import, export and commission. Handling of steamers, six years experience local firm. Young man, 21 years old, married. Knowledge Spanish, desires and able to handle responsible export house or steamship company, best local references. Work here or Los Angeles.

289. Discharged soldier, age 24, wishes position in office doing general office work, has had experience in general bookkeeping, and minor executive position. Position with a future preferred. Best of references.

290. Discharged officer, age 32, 14 months overseas, seeks executive clerical position; former newspaperman, publicity expert, French and Spanish. Best character references.

291. Discharged, Captain Field Artillery, 8 years U. S. Army, 32 years of age. Experienced in handling of men, supplies, finance and office work, also 4 years experience with Railway Transportation. Can furnish best of references. Interview desired.

292. Chemist: Want position in office of chemical works or supply house where there is a chance to learn business.

293. Desire position as office manager or work in office relating to industrial merchandising or survey.

294. Position with future wanted with commercial or automobile house. Young man, age 29, university graduate, experience in credits, banking, commercial and automobile lines. Best references.

GENERAL APPLICATIONS

1488. Man with experience as general business executive, with excellent standing in the community, will consider position with a firm in need of a responsible, reliable man. Am prepared to give the very best of references and will give details of my experience at interview.

1489. Ex-service man, married, with selling and legal experience, honest and earnest hard worker of good personality and best of references, desires connection with business concern, export or import house or manufacturing agency. Salary no object if opportunity for advancement and good future is assured. Will show his good faith in any fair proposition offered by his willingness to invest a few thousand dollars if necessary.

1490. Executive and managerial position wanted by competent local man of 18 years experience in corporation and commercial work. Thoroughly qualified to take full charge. Experience covers positions of secretary, auditor, office manager, credit man, purchasing agent, etc. Highest references.

1491. Young man, age 24, wishes postion, five and one-half years experience, clerical, correspondence, sales, shipping. Best of references.

CHARITIES ENDORSEMENT COMMITTEE

IMPORTANT

Various appeals are being made for contributions through the medium of advertising in special event publications.

Members have requested information regarding this form of appeal.

The Charities Endorsement Committee again repeats the policy of the Chamber regarding this method.

NO ADVERTISEMENT SHOULD BE GIVEN AS A CONTRIBUTION

"The above does not refer in any way to legitimate advertising in regular publications or even in special publications which are treated on a strictly legitimate and business basis, and can exemplify the advertising value of such special publications."

The above policy was adopted by the Board of Directors in March, 1917, as a result of a report from the Charities Endorsement Committee, regarding the abuses of this method of appeal.

Members are requested to report immediately to the Charities Endorsement Committee, Kearny 112, any person making a request for contributions, using the above method.

For information regarding appeals call Kearny 112 and ask for the Charities Endorsement Committee.

A PAID ADVERTISING CAMPAIGN IS PLANNED FOR THE NAVY

One of the most important announcements of the year was made at the convention in New Orleans, when William H. Johns told of the recruiting campaign which is soon to be launched by the U. S. Navy. Probably no other thing could show how well advertising has been sold to the Government, for it is announced that this is to be a "paid for" campaign and not one cent's worth of space will be solicited from public or press. We clipped the following from the New Orleans Item, giving a comprehensive outline of the plans for the campaign:

"Advertising's greatest practical service to the United States was made public in New Orleans, when William H. Johns, president of the newly formed Advertising Agencies Corporation, told of the world's greatest advertising campaign soon to be launched for recruiting for the United States Navy.

"The Advertising Agencies Corporation is an organization that serves just one client—Uncle Sam. It knows no greater client. It serves no lesser.

"And that corporation, which is formed of 116 members of the American Association of Advertising Agencies, is pooling its talent and its time in this great U. S. Navy recruiting campaign that is to set world records in advertising.

"'This navy recruiting advertising campaign,' said President John, 'is the largest in scope, on ethical business lines, ever undertaken by anybody, anywhere.

Will Reach Every Home

"'More newspapers are used, with paid-for advertising, than ever before in a single undertaking.

"'More advertising service and professional skill have been put into this campaign than were ever employed before.

"'More people will have an opportunity to read those navy recruiting advertisements than were even given the opportunity to read any equal number of advertisements in the same length of time. This advertising will go into practically every English-speaking home in the United States.

"'Every line of this campaign of advertising is being paid for by the United States Navy Department at regular commercial rates. No free advertising has even been asked for. There was no thought of it.

"'And the advertising agencies of the United States—116 of them—have leaped forward to meet the navy more than half way. No question of competition or geographical location or of anything but the fullest cooperation has been considered. That Advertising Agencies Corporation has units dotting the map of the United States from coast to coast. And every unit is at the service of Uncle Sam—no one else.

One Great Agency

"'Literally, every advertising agency in the American Association of Advertising Agencies from Bangor to Los Angeles has been fused into one great cooperating advertising agency to work for the United States Government in its advertising.

"'And the Advertising Agencies Corporation is now busy on its great task, in launching a history-making recruiting campaign for the United States Navy that brought the Advertising Agencies Corporation into existence.'

"Besides President Johns, the officers of the new corporation are Paul E. Faust, vice-president; Harry Dwight Smith, secretary; Walter R. Hine, treasurer; and James O'Shaughnessy, general manager.

"New Orleans details of the campaign were talked over Monday by President Johns, with Commander J. B. Gilmer, in charge of navy recruiting for this district, with headquarters in New Orleans, and with Lieutenant-Commander Onlin. Both are to speak Wednesday on the campaign before the Associated Advertising Clubs of the World."

The above is reproduced from Ad Age, the weekly publication of the San Francisco Advertising Club, for the information of our members.

COFFEE ASSOCIATION ELECTS OFFICERS

At the annual meeting of the Green Coffee Association of the San Francisco Chamber of Commerce held on September 30, 1919, the following Executive Committee was elected for the following year:

Chairman, Frederick Baruch, Baruch & Company.
C. B. Lastreto, Lastreto & Company.
Donald Lindo, American Finance & Commerce Company.
E. A. Kahl, W. R. Grace & Company.
J. E. Duff, Leon Israel & Bros.
E. A. Canalizo, G. Amsinck & Company.
J. H. Polhemus, Hamberger-Polhemus & Company.
Robert C. Mason, Secretary and Treasurer.

COFFEE ARRIVALS

The Green Coffee Association of the San Francisco Chamber of Commerce reports the following arrivals during the past week with coffee consigned to members:

October 1, 1919—S. S. Bengkalis, 53,545 bags of coffee.

NATIONAL ASSOCIATION OF MANUFACTURERS EXTENDING ITS COAST CONNECTIONS

The National Association of Manufacturers recently held a meeting in San Francisco and explained to those interested the scope and character of its work. The San Francisco Chamber of Commerce has always worked in close cooperation with this national body and has encouraged our local manufacturers to affiliate along national lines with associations of their own formation.

Following the meeting in San Francisco, the National Association of Manufacturers is making an effort to increase its membership and doubtless local manufacturers will be called upon in this connection by its representative. The office of the Chamber would be glad to furnish any information as to the standing and work of this association, though we are assured that every manufacturer of standing has direct sources of knowledge as to the activities of the national body.

SAN FRANCISCO DISTRICT FREIGHT TRAFFIC COMMITTEE—DOCKETS

Docket 2460—Iron and steel articles—Fabrication. Cancelled.

Docket 2561—(Hearing 3 P. M., October 20th)—Rock and soapstone dust, carloads, from Porterville, Cal., to San Francisco. Proposal to cancel commodity rate.

Docket 2547—Rice hulls, carload, from San Francisco to Baier, Cal. Cancelled.

Docket 2565—(Hearing 4 P. M., October 20th)—Soapstone, carloads. Proposal to reduce rate, Ione, Cal., to San Francisco, from 18½ cents to 12½ cents per 100 lbs., minimum 60,000 lbs.

Docket 2566—(Hearing 2:15 P. M., October 20th) Pig iron, carload. Proposal to establish through rates from points in Eastern territory to Pacific Coast and intermediate rate points.

Docket 2572—(Hearing 11:15 A. M., October 21st)—Building paper, less carloads. Proposal to reduce rate, Boston, Mass., to California terminals and intermediates, from $3.31½ to $2.56½ per 100 lbs.

NEW PASSENGER RATES A SEVERE BLOW TO CALIFORNIA

The Railroad Administration has published, effective October 1st, a new schedule of transcontinental passenger rates, which for the first time in history puts into effect a different and higher rate via the Sunset Route than via the Ogden and other direct routes, the fares via the Sunset Route being increased substantially. This is a severe blow to California passenger and tourist travel, because the Sunset Route is the chosen and popular winter route for such travel.

The first notice of the increased rates reached the Chamber of Commerce October 2nd, one day after the effective date of the new tariff. The change is startling and inexplicable. If it is the desire of the Railroad Administration to increase revenue from passenger traffic, this action will defeat its own object, and by restriction of travel due to increased cost, practically close up one of the attractive and popular means of inducing such travel.

Just why the Administration elected to single out and discriminate against this popular route is at this time unknown. Some of the substantial increases are as follows:

St. Louis via Sunset Route, one way fare increased $12.60.

Chicago via Sunset Route, one way fare increased $15.68.

Cincinnati via Sunset Route, one way fare increased $3.98.

Columbus, Ohio via Sunset Route, one way fare increased $5.04.

While the increases so far are on one-way rates only, increases in the round trip rates will certainly follow. From now until next summer the Southern or Sunset Route is one of the popular avenues of travel to and from California. This route carries large numbers of tourists and colonists—those who are seeking pleasure and those who are seeking future homes. The prosperity of California is seriously affected by any restriction of this travel.

The San Francisco Chamber of Commerce has made a vigorous protest against this seeming injustice and has sent the following telegram to Director of Traffic Chambers, Director of Public Service Thelen, and to the entire California Delegation in Congress:

"We are greatly startled by substantial increase in transcontinental passenger rates via Sunset Route. We desire to join with Los Angeles Chamber of Commerce in earnestly protesting against the destructive consequences to California business which cuts off one of the main arteries to settlers and tourists in California and a popular winter route. It occurs to us that this is revolutionary in disturbing a system maintained for a quarter of a century and one by which the country's business has been built up. We feel that the benefits of any possible increase in revenue to the Railroad Administration is insignificant compared with the harm to California interests and that possibly there would even be a decrease through curtailment of business. We respectfully urge fullest consideration and restoration of former adjustment."

PUBLISHER'S STATEMENT

Statement of the Ownership, Management, Circulation, etc., required by the Act of Congress of August 24, 1912, of San Francisco Chamber of Commerce Activities published weekly at San Francisco, California, for October 1, 1919.

State of California, City and County of San Francisco. —ss.

Before me, a Notary Public in and for the State and County aforesaid, personally appeared L. B. Wilson, who, having been duly sworn according to law, deposes and says that he is the Editor of the San Francisco Chamber of Commerce Activities and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management, etc., of the aforesaid publication for the date shown in the above caption, required by the Act of Congress of August 24, 1912, embodied in section 443, Postal Laws and Regulations, printed on the reverse of this form, to-wit:

1. That the names and address of the publisher, editor, managing editor, and business managers are. Publishers San Francisco Chamber of Commerce, San Francisco, California; Editor L. B. Wilson, San Francisco, California; Managing Editor None, Business Managers None.

2. That the owners are: San Francisco Chamber of Commerce, Inc., Atholl McBean, President; W. T. Smith, First Vice-President; Robert Newton Lynch, Second Vice-President; Geo. C. Boardman, Third Vice-President; Stuart F. Smith, Treasurer; L. M. King, Secretary, all of San Francisco, Calif.

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages, or other securities are: None.

4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

5. That the average number of copies of each issue of this publication sold or distributed, through the mails or otherwise, to paid subscribers during the six months preceding the date shown above is 6,500.

L. B. WILSON,
Editor, San Francisco Chamber of Commerce Activities.

Sworn to and subscribed before me this 1st day of October, 1919.

M. I. LAWRENCE,

(My commission expires January 27, 1922.)
(Seal.)

COMMISSION'S RECOMMENDATION ON CONSOLIDATED CLASSIFICATION

Supplementing the article which appeared in these columns last week, we give below a resume of the Interstate Commerce Commission's recommendations as made in connection with each rule of the proposed Consolidated Classification.

The Commission states that if application of the proposed rules results in discrimination or injustice, they may be made the subject of formal complaint and hearing.

If members desire to present comment or criticism to the Administration prior to publication, they should address Messrs. Edward Chambers, Director of Traffic, and Max Thelen, Director of Public Service, United States Railroad Administration, Washington, D. C.

It may be added that the proposed issue is, as its title implies, a consolidated classification, and no attempt is made to establish a National uniformity of ratings. The ratings proposed will be shown in parallel columns as they are to apply in Western, Official and Southern Classification territory.

The Commission concurs in proposed Rule 3, which proposes that articles with postage stamps affixed will not be accepted.

The Commission concurs in Section 3 of proposed Rule 5, which provides that if an article is not packed in accordance with classification specifications, it will be charged one class higher than if packed in accordance with the specifications.

Rule 7 will provide that the issuance of bills of lading for freight consigned to shipper's order at one point, notify consignee at another point, will not be permitted except where consignee is located at a pre-pay station or off-line point. This proposal has been protested by the steel interest, because of the effect which it would have on export traffic, by the grain interests for the effect it would have on the shipping of grain, grain products and feed, and the Commission recommends that the rule be modified so as to avoid the difficulties referred to.

Rule 9 will provide as follows:

"Freight on which prepayment is required may on approval of the general freight department of the carrier with which the freight originates be forwarded on guarantee of the shipper that all charges will be paid at destination."

The Commission does not object to this rule.

Proposed Rule 10 will authorize mixtures at the highest rate and the highest minimum of any commodities in the car. With the exception of Chairman Aitchison, who dissents, the Commission endorses this rule.

Rule 15, Section 2, will provide that if a shipment tendered as less-carload freight and loaded by carriers, or transported and unloaded by carriers, is found to be subject to the carload rate, and the carriers' tariffs do not provide that cost of loading or unloading is included in the carload rate, a charge of 2½ cents per 100 lbs. will be made for loading, and a like charge for unloading. The same rule, in Section 3, will provide that when freight is loaded in a car by shipper and tendered as a carload shipment, or car is forwarded with other freight therein, the shipment will be charged for as a carload. The Commission recommends these provisions.

Rule 24 will in certain cases allow the application of the carload rate on the excess over one or more full carloads in a shipment and provide that each car other than the one carrying the excess must be loaded to visible or marked capacity. Section 4 of this rule will provide that if the excess over a full carload is loaded on a flat car, the minimum charge for that excess will be 4,000 lbs. at the first-class rate, which shall be in addition to the charge on the full carload, at the minimum weight provided for a carload shipment or at the actual weight if in excess of the minimum weight. The Commission recommends the adoption of the foregoing.

Rule 30 will provide that temporary doors, etc., when required to protect or make bulky freight secure for shipment, must be furnished and installed by the shipper and at his expense. The Commission recommends this provision.

Rule 34 will provide a graduated scale of carload minimum weights for light and bulky articles loaded in cars in excess of standard size. The Commisssion recommends the adoption of this rule.

Rule 35 contains various provisions respecting shipments in tank cars. Section 3 provides as follows:

"The estimated weight per gallon or weight per gallon for computation, where published in carriers' tariffs or in separate descriptions of articles, is to be used with the shell gallonage capacity of the tank car in computing charges. Where estimated weight per gallon or weight per gallon for computation is not provided, shipper must certify in shipping order and bill of lading the actual weight per car of the commodity when loaded."

The Commission suggests that carriers publish as estimated weights the maximum known weights per gallon of each commodity that moves in tank cars, and that they provide for the application of these weights in absence of a certificate from the shipper as to the actual weight per gallon at the time of loading.

Under paragraph (d), Rule 40, the minimum and maximum sizes for iron or steel barrels and drums as shipping containers for any freight except explosives and other dangerous articles are specified. This section also provides specifications respecting the gauge of the metal of which the containers are to be made. The Commission recommends that the gauge for containers of 58 to 75 gallons capacity should be 16 instead of 14.

The Western Classification by Rule 39 provides that the ratings shown therein for articles made of iron will apply on the same articles made of steel and vice versa. The Consolidated Classification contemplates the elimination of this rule. The Commission does not object to this, providing commodity tariffs are amended to apply on articles of either iron or steel.

SPEAKER TO ADVOCATE HIGHWAY BILLS

S. M. Williams, Chairman of the Federal Highway Council, will speak at a joint luncheon of the San Francisco Chamber of Commerce and the San Francisco Commercial Club on Wednesday, October 15th, 12:15 P. M.

Subject: Why National Highways?

Luncheon: 75 cents. Time: 12:15 P. M. Place: San Francisco Commercial Club.

Members of the Chamber who are not members of the Commercial Club may purchase tickets at the offices of the Chamber.

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SAN FRANCISCO
CHAMBER OF COMMERCE ACTIVITIES

Volume 6 | The Commercial, Financial, Industrial and Governmental Metropolis of the Pacific Coast | Number 42
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Business Reconstruction in Siberia

Plans and Policies of Conservative Element Outlined

In view of the intense interest which has been taken in the future business relations between the United States and Russia, with particular reference to Siberia, the San Francisco Chamber of Commerce submits herewith the best first-hand information on the subject at present available.

This has been furnished by Mr. Phil Norton, who spent twelve months in Siberia with the Committee on Public Information, recently disbanded. Mr. Norton visited San Francisco enroute to Washington recently and made an interesting talk to a large group of San Francisco merchants. He promised at that time to furnish a more detailed account of conditions in Siberia and the Chamber is just in receipt of the material, which is given to the Chamber by him in advance of any data on the subject to other publications.

Raw Products for America

As an indication of the vast stores of products available to American trade in Siberia, raw materials, consisting largely of furs and hides, valued at $1,500,000 have been received in this country from Vladivostok, according to a statement made recently to the American Committee of Siberian Agricultural Co-operative Unions, by V. N. Bashkiroff, Executive Representative of the Union of Siberian Creamery Associations. Other material valued at $10,000,000 is in warehouses of the creamery associations at Vladivostok, awaiting shipments to this country and England.

This shipment is the first from the enormous stores of raw material that the Siberian peasants have been gathering during the past two years, and have ready for export trade now. A large amount of Siberian furs was placed on sale recently at St. Louis, and their quality made them a favorite among bidders. Orders have already been placed with the Creamery Associations for larger quantities.

Other materials that the Russians have in great abundance are horse and cattle hides, bristles, horsehair, skins, flax fibre, and wool. Among these, wool, furs, and hides make the large amounts. The Omsk government has been doing everything possible to assist the Associations in the development of their trade with America and England and the successful sale of the first shipment here is received with great pleasure by the representatives of the Creamery Associations.

Offices of the American branch of the associations have been opened in New York and Boston and consignments of materials are en route for these places from Pacific ports. The assistance of the American government has been promised in any difficulty in shipping raw materials after their arrival in this country.

Much Machinery to be Imported

Credit amounting to $5,000,000 was recently granted the Siberian Creamery men by the U. S. War Department. This credit will aid to a great extent in the supplying of agricultural and dairy machinery for use in Siberia, in order to assist the Russian peasants to enlarge their output and develop their farms. Other products of the Creamery Associations are butter and cheese, which may be shipped here in large amounts as conditions become normal, and trade develops between the two nations.

Siberian business houses here have been relieved, of late, to note that trade relations with that country have developed steadily despite the fact that there have been disquieting rumors regarding the local relations between Americans and Russians in the Far East. The action of the Omsk and American governments in the Graves incident has gone a long way, they believe, toward clarifying the situation in Siberia and the Far East.

Co-operatives Are Doing Vital Work

Recently a news dispatch spoke of the All-Siberian Co-operative Soviet. The Russian word Soviet corresponds to the English word Congress or Council. "That the word Soviet used in connection with the Co-operative Congress may in no way be confused with the word when joined with the Bolsheviki, I take the liberty of explaining what the Siberian Co-operative Congress stands for," says

(Continued on page 370)

GOVERNMENTAL INTEREST IN FOREIGN TRADE CONVENTION

Headquarters of the Seventh National Foreign Trade Convention in this city are in receipt of letters of endorsement from Secretary of State, Robert Lansing and Secretary of Commerce William C. Redfield, in which both cabinet members pledge the cooperation of their departments to make the coming convention a success. The importance of interesting foreign business men, particularly on the Pacific, in the problem of America's Foreign Trade, is emphasized in both letters.

Secretary Lansing's letter addressed to C. P. Converse, Secretary of Pacific Coast Committee, National Foreign Trade Council, is as follows:

"At the instance of the Honorable James D. Phelan I have the pleasure to convey to you the interest of the Department of State in the Seventh Annual Reunion of the National Foreign Trade Council at San Francisco in May, 1920. This Department is especially interested in the idea of the San Francisco Committee of inviting American merchants residing in foreign countries to attend the convention and believes that much practical benefit will result from this measure, provided a representative attendance is secured. The Department has already lent its aid and the aid of its agents abroad in this connection and will be pleased to further the interests of the Convention in any way which lies in its power."

Speaking of the value of the attendance of Foreign business men, Secretary Redfield said, "their first hand experience in the foreign field will be a source of enlightenment and encouragement to our merchants and manufacturers at home. The Department of Commerce will be glad to welcome these visitors and to extend to them all facilities possible."

The Foreign Trade Convention, which is receiving the cooperation of all major Pacific Coast cities, will be held in San Francisco, May 12-15, 1920.

NEW EXPRESS PACKING RULES

Preparations are being made to put the new express packing rules into effect on December 10th, the date authorized by the United States Railroad Administration, which recently approved the new requirements. This is regarded by express traffic officials as one of the most effective steps taken to safeguard merchandise in transit by express since the unification of the various lines into the American Railway Express Company, which is agent of the Government in handling the express business of the entire country.

The new rules were put into effect to induce shippers to turn their business over to the carrier so that it can, with reasonable care on the part of the express company, be handled properly. The rules will not permit the use of paper wrapping for packages over 25 pounds, nor of ordinary paper boxes, wrapped or unwrapped, when the weight of the contents is over that limit. For shipments over 25 pounds, wooden containers, or fibreboard, pulpboard, or corrugated strawboard containers of specified test strengths, are required.

This standardization of express rules will place the express service on the same basis as freight, so far as the character of the cartons used is concerned. In fact, the new express rules were modelled on those of the railroads and require the same kind of containers, except that in the express service a wider latitude is permitted in the size of the carton used. The new regulations are embodied in Supplement No. 5, to Express Classification No. 26, copies of which may be secured at any express office.

The regulations were authorized by the Railroad Administration to meet present day conditions, when the express traffic has reached abnormal proportions without a substantial increase in the car facilities available for handling it. Express traffic supervisors are of the opinion that the stronger containers required will very perceptibly help to improve the express service and to protect the miscellaneous commodities shipped by express from damage or interference enroute. It is calculated that the time remaining before December 10th will be sufficient to enable express shippers to adjust themselves to the new packing requirements.

NAVIGATION LAWS REVISION

The Foreign Trade Department is advised that a committee has been appointed to consider a revision of the Navigation Laws of the United States, and that hearings will be continued for at least two months. The Secretary of the Committee would be pleased to have any suggestions. Those interested are therefore invited to send same to the Foreign Trade Department. A brief outline of the activities of the Committee follow:

"Whether or not justifiable, there have for many years been criticisms of the navigation laws including the Steamboat inspection laws of the United States; many persons have claimed that the belated development of our merchant marine was due largely to antiquated requirements of the federal government concerning the construction and operation of our merchant vessels. The Shipping Act of 1916 requires the Shipping Board to 'examine the navigation laws of the United States and the rules and regulations thereunder, and make such recommendations to the Congress as it deems proper for the amendment, improvement and revision of such laws, and for the development of the American Merchant Marine.' To aid the board in making these recommendations it recently passed a resolution authorizing a committee composed of some of the leading men interested in shipbuilding, managing and operating merchant vessels in this country to investigate the subject thoroughly and make a report to the board of such improvements or revisions as they deem advisable at this time. The board is composed of Mr. P. A. S. Franklin, President of the Newport News Shipbuilding Co., Mr. Andrew Furuseth, President of the Seaman's Union, Mr. J. Parker Kirlin, an Admiralty lawyer, Mr. Alfred G. Smith, President of the Ward Line, Mr. William S. Brown, President of the Marine Engineers Association of America, Mr. Eugene E. O'Donnell, a Boston steamship manager, Mr. David T. Warden, Manager of the Standard Oil Fleet, Capt. Prnett of the Masters, Mates and Pilots Association, Mr. Darragh DeLancey of the U. S. Shipping Board, and Mr. H. F. Alexander, President, Pacific Steamship Company.

"The board met at No. 11 Broadway and organized by electing Mr. P. A. S. Franklin, its Chairman, and Capt. C. A. McAllister of the American Bureau of Shipping as Secretary. It was determined to go into the matter very thoroughly and to hear from all persons interested in the subject. The Secretary will have an office in Room 424, Custom House, New York, and will receive all communications relating to suggested changes. Criticisms or complaints of any particular statute or regulation should always be accompanied by a report of a constructive, rather than captious nature, the object being to bring to the attention of the Shipping Board only such recommendations as will be helpful in the rehabilitation of our American Merchant Marine. The board will meet at the Custom House as frequently as possible and carefully consider all suggested amendments, improvements and revisions, as contemplated by the law."

CHARITIES ENDORSEMENT COMMITTEE

CONTRIBUTIONS

Members are being approached by solicitors, for contributions through program advertising.

This method of obtaining donations is one that should be disapproved of the instant it is presented.

This committee has established beyond question, the fact, that this method is one of the worst means of obtaining donations that can be used.

The policy of the Chamber regarding this method of appeal, is firmly fixed.

It is hardly necessary to state, that once it is established a method is wrong, the use of such a method by any organization or people, no matter how responsible they may be, does not make the wrong method right.

For information regarding appeals, members are requested to call Kearny 112 and ask for the Charities Endorsement Committee.

MARINE DEPARTMENT

Union Steamship Company have notified this department, that the company's Steamer Moana was to leave Wellington, N. Z., on October 13th for this city and was due to arrive November 5th, and would steam again from here on return voyage November 11th.

Toyo Kisen Kaisha Steamer Anyo Maru, coming to this port from Hongkong, etc., via Honolulu, due to arrive here this week, will discharge 2,233 tons of Oriental cargo, after which the steamer will proceed along the West Coast to Valparaiso.

Steamer Florence Olson left Honolulu on the 9th inst. for this city, with 1,000 tons of canned pineapples under deck.

A copy of the latest issue of the "British Standard Exporter" has been received from the publishers in London, and can be seen by members at the Marine Department.

The Japanese codfishing Schooners Sobo Maru, Nanbo Maru, and Ichikawa Maru arrived at Anacortes on October 10th from the Japanese Coast, to discharge cargo. These vessels came to this port on their previous voyage.

Steamer Lake Gilpin sailed from San Francisco on October 10th for Yokohama and Manila. Steamer Lake Farmingdale sailed from New York on October 5th for San Francisco, Yokohama and Manila. Upon arrival in the Far East both of these vessels will be placed in the Pacific Mail Hongkong-India Line.

The Ship Annie M. Reed cleared from this port last week with a cargo of 71,680 centals barley, for England, shipped by Balfour, Guthrie & Co.

The grain exports from San Francisco by water to foreign ports for month of September were: flour 213,886 barrels, (principally to Europe) and barley 188,093 centals, same destination.

Steamer Imlay left here last week on maiden voyage for Hull, England, with 55,000 barrels of lubricating oil, the first cargo shipped by the Shell Company from California to England.

Steamer West Conob, flying the house flag of the Pacific Mail Steamship Company, arriving here from Manila and Shanghai, brought some heavy shipments of Oriental goods, consisting of 10,740 bales hemp, 206 cases cigars, 10,316 bags rice, 8,500 packages tea, 4,480 crates garlic, 1,793 bags peanuts, 9,085 cases and 600 barrels peanut oil, 720 bales cassia, and many other large shipments such as camphor, egg yolk, tallow, beans, cotton, etc.

Toyo Kisen Kaisha Freighter Choyu Maru, arriving here from Kobe and Yokohama, brought 8,238 tons of Oriental cargo, some of which will be distributed in the Eastern and Middle States.

Standard Oil Tanker Sylvan Arrow, carrying 100,000 tons of fuel, bound from Sabine to the Orient, put into this harbor last week for fuel, after which the big carrier proceeded.

The Steamer West Cawthon, under charter to the Matson Navigation Co., arriving in port on the 8th from Manila, brought 600 tons cocoanut oil, 200 barrels oil, 12 cases cigars, and 27,519 bales hemp.

A. O. Lindvig, of the South America-Pacific Line, has sold the Steamer Governor Forbes to the Caribbean S. S. Co., for the reported price of $450,000.

Schooner Andy Mahony has had her name changed to Mindanao; the vessel will proceed from here to Eureka to load lumber for Adelaide under the charter of J. J. Moore & Company.

Five thousand and sixteen tons of coal was imported from Newcastle, Australia, last week, by Hind, Rolph & Company, per British Steamer Parattah, the first cargo from this source since April, 1917.

The China Mail Steamer Nile, which has been released to the company by the British Admiralty, will soon be operating in the transpacific service out of San Francisco, in conjunction with their Steamers China and Nanking. November 15th has been set as date for the Nile to leave out from this port.

The Shipping Board Steamer Imlay, launched at Moore & Scott's yard on March 30th, steamed from this port on October 7th for Hull, England, under charter to G. W. McNear, Inc. The vessel took 500 tons general merchandise in addition to heavy shipment of oil. The vessel will return to this coast with creosote, the importations having been suspended during the war.

Following are receipts of foreign merchandise at this port for month of September: 114,354 bags coffee, 5,510 bags cocoa, 36,812 tons (Eastern) coal, 4,449 bales kapok, 648 hides, 36,021 bales hemp, 20,000 bags nitre, 7,002 tons 30,015 sacks copra, 67,422 barrels 87,324 cases oil, 4,183 rolls matting, 10,171 cases rubber, 390 bales jute, 26,456 ingots tin, 75,286 mats rice, 11,495 bags sugar, 33,513 packages tea, 741 cases cigars, 116,376 packages Oriental merchandise, 12,905 packages silk, 101,853 bags beans, 5,552 bales gunnies, 3,146 packages spices, 3,916 packages shoyu, and 6,278 bags koaliang.

Hawaiian Island products arriving here during month of September, consisted of 487,175 bags sugar, 269 bags coffee, 1,442 bundles hides, 10,240 bunches bananas, 743 bags rice, 20,625 barrels molasses, 269 cases honey, 177 bales sisal, 595 crates fresh pines, 954,873 cases canned pines, and 132 cases taro.

Steamer Lurline, arriving here last week from Honolulu brought sugar amounting to 96,599 bags, another large shipment consisted of 1,000 tons molasses.

SAN FRANCISCO BREAKS ANOTHER WORLD'S RECORD

Terminal for the Fastest Shipment Ever Made

A rush order for salt placed by Hooper & Jennings with the Capell Salt Company for shipment from the latter's plant at Salduro, Utah, a distance by railroad of over eight hundred miles from San Francisco, reached its destination in less than seven hours from time of shipment—thus establishing a world's record for transportation of food essentials. The credit of this wonderful feat is due to Lieut. Belvin M. Maynard who carried the shipment in his DH 4, with its 400 H. P. Liberty Motor in the great race from ocean to ocean. It is a well known fact that the oldest trade routes in the world were created *for traffic* in *salt*. How startling would today's performance be to these old Egyptians who transported their salt on camel back.

San Francisco Chamber of Commerce Activities

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For What You Want to Know —— Call KEARNY 112

THE INTERNATIONAL TRADE CONFERENCE

The Chamber of Commerce is just in receipt of information that the International Trade Conference is now definitely set to open on October 20th. The representatives of the five nations—England, France, Belgium, Italy and the United States—are all expected to arrive before that date for preliminary conferences on various subjects.

San Francisco, as indicated in last week's "Activities" will be well represented. In addition to those listed at that time, the Chamber is advised that Mr. L. R. Bishop, Secretary of the Rice Association of California, is to attend as a member of the Foodstuffs Committee.

The complete delegation from San Francisco is as follows: C. H. Bentley, Marshall Dill, Frederick J. Koster, John J. Arnold, Harold W. Koster, Frederick J. Davis, L. R. Bishop.

After the Trade Conference is over, the foreign commissioners are to be taken for a tour of the industrial centers of the country. At present, their itinerary includes only the larger Eastern cities, but an effort is to be made to bring them to San Francisco and the Pacific Coast.

COURSE IN INTERNATIONAL LAW

The University of California announces to begin October 17th, 8:00 P. M., a course of 15 lectures in International Law. The lectures will be given in Room 108, Hotel Oakland, in Oakland. The fee for the course is $5.00.

"KROONLAND AND FINLAND" NOT TO OPERATE TO SAN FRANCISCO

The Foreign Trade Department is advised by the International Mercantile Marine Company that there is no present intention of re-establishing their pre-war service between San Francisco and New York, in which the steamships Finland and Kroonland used to be employed.

COFFEE ARRIVALS

The Green Coffee Association of the San Francisco Chamber of Commerce reports the following arrivals during the past week with coffee consigned to members:

October 10, 1919—S. S. San Juan, 2,908 bags of coffee.

PHILIPPINE TOBACCO REPRESENTATION

A business man from the Philippines thoroughly familiar with the leaf tobacco business, and who is at present in the United States on a visit, desires to represent in the Philippines American cigar manufacturers as buyer of leaf tobacco. Those interested will please address the Philippine Commercial Agency, 639 Merchants Exchange Building, San Francisco, Cal.

FOREIGN TRADE OPPORTUNITIES

3344. Harbin, Manchuria. Party with office at Changchum, Harbin and Ourga, desires to get in touch with importers of Manchurian raw products, such as wool, hides, furs, skins, etc., and exporters of cotton piece goods, suitable for the Russian peasant, hardware, etc. Desires catalogues, prices, etc.

3345. Kuwana, Japan. Manufacturer of fishing nets desires to get in touch with interested importers.

3346. Shanghai, China. Established firm in Shanghai desires to communicate with firms interested in the Chinese markets. Further details on file at this office.

3347. Shanghai, China. Firm of general importers, exporters and commission merchants, desires to be put in touch with merchants desiring representation in China. Especially interested in machinery and petroleum products.

3348. Kyoto, Japan. Japanese firm is in the market for dividing machines, to be used in making graduations in chemical measures of glass, to be driven by a small electric motor. Desires price list and illustrated catalogue.

3349. Tokyo, Japan. Firm desires to communicate with importers of tea, silk goods, cotton goods, stationeries, rubber goods, glassware, wire and hemp rope, vegetable wax, etc., and exporters of wool, woolen cloth, fancy worsted, etc.

3350. Osaka, Japan. Firm desires to get in touch with exporters of aniline dyes, chemicals, glues, etc.

3351. Chicago, Ill. Chicago firm desires to communicate with importers of cheap pearl knives.

3352. Cota Bato, Mindanao, P. I. Party is in the market for 5,000 meters of wire, and wishes to get in touch with interested firms.

3353. Antwerp, Belgium. Manufacturers of baskets and willowware, desires to get in touch with interested importers.

3354. Decines, France. Specialist manufacturers of chemical products and dealers in herbs and drugs is interested in receiving firm offers on all kinds of medicinal plants and drugs, and especially on cherry-stalks.

3355. Sydney, Australia. Estate and commercial agent in Sydney desires to be put in touch with importers of copra.

3356. Tia Juana, Lower California. Party desires to get in touch with merchants handling reed, fibre and rattan for the manufacture of furniture.

OPPORTUNITY FOR REPRESENTATION IN SWITZERLAND AND CHINA

Gentleman with connections in China and Switzerland, desires to represent in those countries, exporters and importers of food products and liquors.

EMERGENCY DEMURRAGE TARIFFS

Emergency demurrage tariffs have been approved by Director-General Hines. They carry a penalty demurrage of ten dollars a day on refrigerator cars after the fifth day and a like penalty on lumber not reconsigned at the expiration of forty-eight hours. The sole object of the charges is to release equipment and when the demand for cars returns to normal the usual rates will apply for the whole time of detention.

The tariffs carrying a penalty charge for the detention of refrigerator and lumber cars will be effective on seven days' notice, October 10th.

PACIFIC PORT EXPORT RATE

Examiner McGehee, in a tentative report on the Inland Steel Company vs. Hines, et al., No. 10595, has recommended dismissal of the complaint alleging that a blanket export rate of sixty cents from Pittsburgh and Chicago via Pacific ports is unduly preferential to Pittsburgh. Chicago asked for a differential of 12.5 cents under Pittsburgh.

SAN FRANCISCO DISTRICT FREIGHT TRAFFIC COMMITTEE—DOCKETS

Docket 2573—(Hearing 11.30 A. M., October 21st)—Paper towels, carload. Proposal to reduce rate, Albany, N. Y., to California terminals and intermediates, from $1.56½ to $1.44 per 100 lbs., minimum 40,000 lbs.

Docket 2574—(Hearing 2 P. M., October 21st)—Fibre chair seats, carloads. Proposal to reduce rates from Eastern territory to California terminals and intermediates.

Docket 2575—(Hearing 2:15 P. M., October 21st)—Lime rock, carloads. Proposal to establish milling in transit privilege at Tolenas on through rate on lime rock originating at Flint, Cal., when destined to San Francisco Bay points in lieu of present combination over Tolenas.

Docket 2577—(Hearing 2:45 P. M., October 21st)—Deciduous fruits, carloads, from San Francisco to Dorsey and White Sulphur Springs, Montana. Proposal to publish rate of $1.56½ per 100 lbs., in lieu of present rate of $1.37½ per 100 lbs.

Docket 2580—(Hearing 3:30 P. M., October 21st)—Corn sugar, slabs, carloads. Proposal to reduce rates from Eastern territory to California terminals and intermediates.

Docket 2581—(Hearing 3:45 P. M., October 21st)—Proposal to establish basing rates as shown in Index Nos. 10 to 11,780 P. F. T. B. Tariff 50-B, in lieu of present combination over Stockton on traffic from California points to Vancouver, B. C.

Docket 2582—(Hearing 4 P. M., October 21st)—Rice, carloads. Proposal to reduce rates from California to Minot, N. D., to 75 cents per 100 lbs., minimum 40,000 lbs., and 69 cents per 100 lbs., minimum 60,000 lbs.

Docket 2405—Water heaters, gas, carload, from Pittsburg, Pa., to California terminals. Cancelled.

Docket 2410—Cancellation of rates on infusorial earth, carloads, from Lompoc Junction, Cal. to San Francisco and Oakland. Cancelled.

Docket 2585—(Hearing 10:30 A. M., October 22nd)—Salt, carloads. Proposal to establish same carload commodity rates from Toby, Cal. to other points in California as now prevail from Saltdale.

Docket 2586—(Hearing 10:45 A. M., October 22nd)—Scrap iron and scrap wheels, carloads. Proposal to publish flat minimum of 60,000 lbs. in lieu of present minimum of 50,000 lbs. or marked capacity of car, from principal Willamette Valley points south of Portland to and including Ashland destined to various California points described in Item 136-H of S. P. Tariff 729-B.

Docket 2587—(Hearing 11 A. M., October 22nd)—Lumber, hardwood. Proposal to increase rates, California to Eastern points, to 90 cents, minimum 40,000 lbs. Also to amend commodity description.

Docket 2588—(Hearing 11:15 A. M., October 22nd)—Pyrites, carloads. Proposal to reduce rate, San Francisco to Los Angeles, from 34½ cents to 19 cents per 100 lbs. minimum 50,000 lbs.

Docket 2590—(Hearing 2 P. M., October 22nd)—Loop rods, carloads, from Eastern territory to California terminals and intermediates. Proposal to clarify tariff by adding "or threaded" to item 3080-C, Tariff 1-Q, which names rates on rolled iron, steel bars or rods.

Docket 2591—(Hearing 2:15 P. M., October 22nd)—Oils, petroleum, in tank cars. Proposal to clarify tariffs by adding "In tank cars, as per Rule (see note) of tariff: In packages, as per Western Classification" to Items 1085 T. C. F. B. Tariff 3-N, 3240-B Tariff 1-Q, 5370-B Tariff 1-Q and 6368-B Tariff 1-Q.

Docket 2592—(Hearing 2.30 P. M., October 22nd)—Sizing, carloads. Proposal to reduce rate, Kalamazoo, Mich., to California Points, from $1.19 per 100 lbs. to $1.00 per 100 lbs.

Docket 2595—(Hearing 3:15 P. M., October 22nd)—Crude salt, carloads. Proposal to reduce rates from Saltdale, Tramway, Trona and Toby, Cal., to San Francisco.

Docket 2373—Cancellation of route in connection with E. V. Rideout Co. and Crowley Launch & Tug Boat Co. Application withdrawn—docket cancelled.

Docket 2601—(Hearing 11:30 A. M., October 23rd)—Chrome and manganese ore, carloads, San Luis Obispo to San Francisco. Proposal to reduce rates.

Docket 2444—Condensed milk, dry, carloads, from California to Eastern points. Cancelled.

Docket 2604—(Hearing 10:30 A. M., October 24th)—Talc, crude, carloads. Proposal to reduce rate, Thorne, Nevada, to San Francisco, from 69½ cents to 28 cents per 100 lbs.

Docket 2606—(Hearing 11 A. M., October 24th)—Box or crate material and articles taking same rates, carloads, from points in Oregon and Washington to points in California, Oregon and Nevada. Proposal to re-establish rates on basis of 25% increase, observing maximum increase of 5 cents per 100 lbs.

Docket 2607—(Hearing 11:15 A. M., October 24th)—Fasteners, sheet roofing, dowel pins, iron or steel, mixed carloads with nails and wire. Privilege requested of shipping above in mixed carloads at reduced rates, from Groups A to J inclusive to rate basis 1 and 3 points, T. C. F. B. Tariff 1-R.

Docket 2609—(Hearing 2 P. M., October 27th)—Lime rock, including crushed, ground or powdered lime rock, carloads. Proposal to reduce rate, Sonora, Cal., to San Francisco, from 10 cents to 9 cents per 100 lbs.

Docket 2613—(Hearing 3 P. M., October 27th)—Sulphuric and nitrating acid, mixed carloads. Proposal to reduce rate, San Francisco to Bacchus, Utah, from 75 cents to 50 cents per 100 lbs.

CONSOLIDATED CLASSIFICATION

Though no authoritative statement has yet been given out as to the result of the conference held in Washington this week by Traffic Division officials and members of the Consolidated Classification Committee, it is understood that it was agreed to proceed at once with the work of putting out a consolidated classification, taking out of the book all changes not specifically approved by the Commission in its report—except that some reductions, where the various territorial classification committees are pledged to shippers, will be allowed to stand.

There is some surprise that the Railroad Administration did not decide to stand by its work in the book prepared by the Consolidated Classification Committee, except where the Commission had expressed specific disapproval, and it is understood that such a course was proposed and discussed. One of the considerations that moved the conference to decide against it was that there was the problem of the non-federal-controlled roads to think of, and it was not thought worth while to use the Administration's power to make effective on federal-controlled roads a classification that the Commission might not approve as to other roads.

Revising the classification book is a large physical task, but it is expected that the revised book can be put into effect by the first of the year. It is expected that there will be some difficulty encountered by the committee even in interpreting the recommendations of the Commission so that they can be followed, for in some cases they are said to conflict.

The understanding, as nearly as it can be ascertained, is that a consolidated classification will be put into effect as soon as possible, that in it the specific recommendations of the Commission will be followed, and that everything in it (except some reductions) not specifically recommended by the Commission will be taken out.

(Continued from front page)

K. A. Kovalsky, who is executive representative of the All-Siberian Co-operative Congress in the United States with headquarters at New York.

"The work of the Russian Co-operatives in assisting the regeneration of Russia has called forth much criticism by the Bolshevik leaders. Lenine, in a dispatch published recently, called attention again to the fact that his underlings were not paying enough attention to the ousting of the Co-operatives among officers of the Red Forces.

"He stated that he was aware that the Co-operatives had set aside considerable funds for proselyting among the Reds and insisted that great care be used in the selection of men appointed to responsible positions by the Bolsheviki.

"Lenine and his close followers are well aware that the Co-operatives are not and never can be the friends of the Bolsheviki. The philosophy of the Co-operative is constructive, essentially democratic. The philosophy of the Bolshevist is destructive, primarily autocratic. Under the guise of 'peoples' rule worse crimes against the people of Russia have been committed by the Bolsheviki than by the Tzarist autocrats who preceded them.

"Russia was robbed of her rightful winnings in the World War by Trotzky and Lenine's shameful betrayal into the hands of the defeated Germans. The people of Russia, of whom the Co-operatives are the only strong economic unit, are beginning to see the light. For a time, after throwing off the bondage of the Tzarists, the people swung into lawlessness, misled by Lenine and his Reds. They are now seeing that in the wanton destruction of property and industry there is no benefit.

"Appreciating that the people have been robbed by a small band of terrorists who have not at heart the real interest of Russia, the Co-operatives are through their democratic organizations and the Zemstvos, lending every possible aid to the development of a democratic government. They themselves are helping Kolchak's and Denikine's forces, in giving food, money, amusement for the soldiers, and every possible help that a sympathetic and grateful populace can render.

"When necessary, the Co-operatives swell the anti-Bolshevist forces while in their locality, putting themselves temporaily under the military discipline of their leaders, and proving themselves soldiers of merit. They will continue to do so until Bolshevism is no more. They are not merely anti-Bolshevik, but really desirous of making Russia the nation that a land of her population and resources should be.

"Siberian Co-operatives have taken the initiative and are extending to their brothers in the Urals the benefits of their experience in forming societies that will add to the strength of the nation. Inasmuch as a great majority of the Russian people are agriculturists, the Co-operative idea has been peculiarly adaptable for Russian needs.

"The Co-operatives are extending rapidly into other branches and while now they have a foothold in industry, it is the plan of the organization to enter that field extensively as time goes on. Mines and forests are to be developed and the untold riches of Siberia made accessible for the world. The opposition of the Co-operatives to the Reds is deeper-seated than appears on the surface. Not only shall they render all immediate assistance to their armies, offering all that they can, without stint, but they are heart and soul for a constructive policy, in Russia, that will bring about democratic government and the freeing of a people held in bondage for hundreds of years. Lenine's charge of proselyting is not strong enough—we are in the fight to eradicate Bolshevism in Russia.

"We declare the resolution of the All-Russian Co-operative Congress which took place in February-March, 1918—against the Bolsheviki and the Brest Peace—our political platform."

Agricultural Development Given Impetus

The United Credit Unions of Siberia, the Co-operative organization that has made farming a possible and profitable profession in Siberia, has a membership of 1,127,000 farmers or producers. There are 1,350 different associations, each having an individual membership of from 300 to 2,000 members. A map has been prepared which will show how these various organizations are spread throughout all Siberia. In view of the fact that but one member of the family or producing unit (farm) may belong to the association, a conservative estimate of the number of people affected by the united unions or Syneredsoyooz, is 5,000,000.

At the present time the organization has assets of its own of 614,500,000 roubles, secured by raw materials, factories, and loans to members. The credits issued to members is 700,000,000 roubles, and property held under the agreement of the association, as security for these loans is 1,400,000,000 roubles. A member is allowed credit to one-half of the property that he will place with the association. He can belong to but one association at a time and his responsibility does not end for two years after he has left the association.

Under this plan, both government and private houses have been willing to finance expansion, when funds were needed. In no case, have payments failed in spite of the fact that many members of the associations have been at war, and that the ravages of the Bolsheviki have cost various associations heavily.

The associations have increased and are increasing rapidly in number, as the activities of the organization are extended. Practically the entire grain and corn crops of Siberia are controlled by the associations while the entire foreign business of buying and selling is in the hands of the central organization. This branch of the Co-operatives furnished the Russian government, during the war with victuals for the entire military and civil population. It also controls 90 per cent of the flax production of Siberia, and 70 per cent of the wool grown there.

Comprehensive Work Undertaken

Briefly the activities of the organization are: the distribution of loans to members, either money or farming implements; the gathering, storing and selling of all excess products of the Siberian farmers; buying in foreign markets of all necessary tools, supplies, transportation facilities, agricultural machinery, and converting machinery. The lumber industry is one recently entered by this branch of the Co-operatives.

In 1910 there were 100 associations scattered throughout Siberia. Today there are 1,350. There are now 26 unions, or district organizations of associations. The central organization Syneeredsoyooz was formed in 1917. With the establishment of the parent body, the activities of the Siberian farmer as a producer for the world market became a certainty. President Gennady of the United Credit Unions of Siberia has been in this country for the past three months to arrange several big business affairs with American business men. He returns to Siberia, leaving October 12th, and his report, covering the investigations of all the Siberian Co-operative experts who have been here for some time, will guide these organizations to a large extent, in their plans for the immediate future. Mr. Merseneff has stated in interviews quoted in American papers that he is not over enthused at the attitude of the American business man, but it is to be hoped that developments in the immediate future will change his opinion. He is considerably relieved at the reports of the success of the anti-Bolshevik forces which he believes will go far in showing business men of this country that Russia is a safe place for commercial activity.

Large Dairying Business

The Union of Siberian Creamery Associations, is one of the largest, if not the largest of the Co-operative groups under the Producers. It buys and sells dairy products and equipment for more than 3,000,000 people. In the year 1917, after three years of war, the Union had a net earning of 1,500,000 roubles. Figures for later activities are not available as yet, but it is known that the profits for 1918 and 1919 will be greatly larger than those of 1917, despite the fact that the country has been in a state of turmoil, due to the activities of the Bolsheviki.

The movement has grown steadily since 1908, when the first step was taken to organize carefully. At that time 12 creameries and one distributing station were owned by the Union. Today there are more than 4,000 associations and 500,000 members. District offices are maintained in 33 central places in the dairy producing part of Russia and Siberia. During 1918, the most accurate figures available at this time, show a turnover of 218,056,150 roubles.

In considering the net profit to the union, for a year, it must be remembered that the real benefit to the member, is not in the money that is turned over to him in cash, but the low price at which he is able to buy machinery and other materials needed to improve his producing unit. The net profit referred to is but a sinking fund, set aside to insure other operations and guard against possible loss in the future. Among the various materials handled by the Union are cheese, butter and other dairy products. The union maintains repair shops for the reconstruction of the various dairy and agricultural equipment owned by its members.

During 1918, 60 per cent of the total butter production of Siberia was handled by the Union, and in 1916, while Russia was actively in the World War, 98 per cent of the dairy products sold to the government were sold by the Union. In addition to the work of buying equipment and selling the product, the Union maintains a staff of expert instructors in the most up-to-date methods of dairy work, publishes two magazines, and several newspapers. As a result of this educational work, the Siberian dairyman is rapidly becoming a big factor in the world's dairy market.

A map has been prepared which will show at a glance the distribution of the dairy associations. The names of the principal centers are printed thereon. The central buying offices are in Moscow, Vladivostok, Kharbin and Smarkand. Foreign offices are maintained in New York, London and Copenhagen. A brief summary of the expansion of the Union during the past 10 years follows:

	Factories	Stores	Butter Production Tons	Capital Roubles
1908	65	12	2,353	21,064
1918	2,038	1,859	45,263	3,000,000
	Sales to members (machinery, equipment, etc.)			
1914				9,662,700 roubles
1918				27,085,539 roubles

After the successful business of 1917, the Union decided to open deposit accounts for members whose profits had reached considerable figures. This step has resulted in large sums of money being placed at the disposal of the Union, for further expansion.

The New York Office of the Union is under the personal supervision of V. N. Bashkiroff, official representative of the Union, and a Russian business man of highest standing, whose efforts recently brought about the issuing of $5,000,000 credit for his organization, from the War Department

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American Trade Wanted

Representatives of several millions of Siberian Agricultural Co-operatives have organized the American Committee of Siberian Agricultural Co-operative Unions, with headquarters at 280 Broadway, New York. They have there a corps of Russian economic experts whose function it is to keep in touch with economic developments in both Russia and America with the intent of promoting business relations on a large scale.

Gennady N. Berseneff, president of the United Credit Unions of Siberia, and one of the foremost business men of Russia today, is honorary chairman of the committee; V. N. Bashkiroff, representative of the Union of Siberian Creamery Associations, whose activities here recently made possible the loan of $5,000,000 to his organization by the U. S. War Department, is chairman; K. A. Kovalsky, official representative of the All-Siberian Co-operative Congress, and one of the best known of Russia's modern economists, and A. I. Glinchikoff, resident representative of the Credit Unions, complete the personnel of the committee. V. S. Kolesnikoff is secretary.

The committee represents the great number of Russian peasants in Siberia, whose organization into the Agricultural Co-operatives form the base of Russia's one active economic institution. The representatives of these peasants have power to buy agricultural and dairy machinery for their associations, as well as to arrange for the sale of raw and manufactured materials controlled by the Co-operatives.

In their work of presenting accurate information regarding the present economic status of Russia, and the probabilities of the immediate future, together with other matters of interest, they are assisted by several American economic and political students who have been in Russia during the past two years. Direct cable communications will be received from Siberia, and the committee is in a position to give accurate current information to the business public.

Commenting on the general state of business affairs, between this country and Russia to a group of American business men, Mr. Berseneff said:

"I find that Russia is largely misunderstood in America. Your people seem to know little of Russia, save the trouble with the Bolsheviki, and that parts of Siberia are cold. Economically Russia and Siberia have resources that make them the richest country on the earth. The mineral resources there are vast, but absolutely undeveloped. We have extensive forests, and immense stretches of fertile farm lands.

"The attitude of the Allies has been a puzzle to us Russians, who are working hard to bring about the regeneration of our country. We do not believe that the Allies plan the impoverization of Russia, yet the activities of the anti-Bolshevik forces, the ultimate winners in the struggle have not been recognized. Your press dispatches from Russia, have little in them save the activities of the warring factions.

"But a small percentage of the Siberian peasants are involved in the warfare at the present time. The balance is going about its work, getting ready for the time when the politics of the country shall have settled and commerce can be resumed. We have, at the present time, vast stores of raw materials that could be put on the world market if conditions were right. The world needs them, and we need agricultural machinery and equipment, in order to permit the development of our resources to go on.

"Russia has reached the point where she must trade with some other great nation. In spite of the trouble there, other nations than America are laying the foundation for future business. We prefer to trade with America. We have profound admiration for your people, and complete trust in your business and commercial methods. For that reason we are trying to overcome your ignorance regarding the real Russia, in order that your people may not be afraid to enter into commercial relations with us in the immediate future.

"Should we fail in this attempt, it will be necessary to trade elsewhere. Our organization is sound and reliable. We

can carry on business, under favorable conditions, without the approval of the Bolsheviki. The members of the co-operative societies of Russia are those whose activities, politically, will ultimately rule that country. They are democratic, patient, good workers, but potentially all powerful in Russia. Marauders like the Bolsheviki cannot hope to win against them. Tzarist terrorism was thrown off, not because it was Tzarist, but because it hindered the democratic development of the people. Bolshevism will fail for the same reason.

"When conditions are normal, there will be no hesitation on the part of American business men to enter trade relations with us. That time is much nearer than is generally believed, and the foundations must be laid now, unless you are to lose the greatest market that the world has produced as yet. There are millions of pure blooded Russians in Siberia, exclusive of all other peoples in our land, who are potential buyers of American goods, if you will go after them. They produce raw materials that you need. Industry in Siberia is too small to be considered as an economic factor at this time."

Reconstruction of Railroads

The work of rebuilding transportation lines put out of commission by the Bolsheviki in their early successes, according to advice received by the American Committee of Siberian Agricultural Co-operative Unions, has been taken up by the Minister of Transportation. Realizing that before any additional lines could be built, it would be necessary to repair those destroyed by the Reds, the Ministry set about the reconstruction without delay.

The services of the best railroad men in Russia were secured as well as those of many foreign engineers. Hundreds of miles of track have to be relaid. Inspection showed that a large percentage of the rolling stock of the various Siberian railroads had been made unfit for use. Such of this material as could be repaired was sent into the shops, and the remainder junked.

Immediate attention was given the lines of communication between the Far East and the Kolchak and Denikine forces. It is over this route that the war materials must be brought. As a result, the greater part of the railway facilities now existing have to be used by the army, but with the rapidly improving service and the increasing tonnage available, the Siberian farmer is getting more service. The wisdom of the ministry in selecting the railroad repair shops as the initial place to start re-development has been seen in the rapid increase in the amount of available rolling stock. Figures for the first four months of 1919, show that in that time the repair production was increased from 96 cars per month in January to 841 in April. Since that time, it is stated, that considerable expansion has taken place.

Under the able guidance of the Minister, L. A. Ustrugoff, it is believed that the last of this year will see the Siberian railroads twice as strong as they were in December, 1918. During the early stages of the work, conditions for rehabilitation were most unsatisfactory. In many instances the shops were located near the battle fronts. There was a tremendous shortage of raw materials and tools, and skilled labor was almost impossible to get. Conditions are much improved now, however, as the growing strength of the Omsk government makes itself felt.

The chief imports from America for the year have been railroad materials and practically all of these have gone into the reconstruction of the Siberian railroad system. In the Far East, Japan is paying considerable attention to the development of transportation facilities in various sections, while England has been reported in recent official dispatches as being interested in the unloading facilities at the various rivers.

With the rapidly developing commerce of eastern Siberia transportation needs are one of the most imperative. The campaigns against the Bolsheviki are proceeding favorably, and when the railroad situation behind the Omsk lines, has been fully restored, it is certain that the downfall of the Bolsheviki forces will be accomplished quickly. At the same time, the freed territories are making considerable strides in the development of commerce.

PLACEMENT BUREAU

DISCHARGED SOLDIERS AND SAILORS

295. Young ambitious office man with 8 years of general business experience, formerly member of manufacturing concern, desires to affiliate himself with reliable business house. Understands bookkeeping, typewriting, correspondence, and have both buying and selling experience. Salary open, future first consideration.

296. A discharged soldier wishes a position as auto salesman, and helping with whatever clerical work there is in office.

297. Wanted position in some commercial house, have had thorough office training, and can furnish best of references.

298. Young salesman and secretary, twelve years experience.

299. Ex-service man, married, four children, excellent recommendations from Army supply department, anxious to obtain position as storekeeper, assistant bookkeeper or office.

300. Recently discharged soldier, age 24, desires position as general clerk in connection with sales leading to outside work, meeting the public. References furnished.

301. Discharged officer, gradnate civil engineer, Tufts College, 5 years Government Service, experience in Alaska and Philippine Islands, desires position either technical or commercial, preferably in selling line.

302. Thoroughly experienced in office work, invoicing, etc., rapid and accurate at figuring, also selling experience.

303. Chief Yoeman, discharged, married, 26 years of age, 10 years experience, wants position as secretary or stenographer.

304. Position wanted by young man now employed, as clerk and typist. Experienced, references.

305. Have had four years experience with real estate title insurance company and one year at Union Iron Works as bookkeeper, desire to secure a position with an importing and exporting firm.

GENERAL APPLICATIONS

1492. Position wanted where long experience as assistant to president of large concern will be of value. Familiar with lumber, purchase and traffic work. Good at detail work, reports, etc. Want position where experience, attention to detail and reliability will count.

1493. Traffic man, experienced in local import and export; also experienced in check and measuring.

1494. Man with large experience in freight tariffs, classification, adjustment of claims, correspondence, etc., desires position. Best references given.

1495. Sales engineer. Qualifying under personality, experience, training, seeks business affiliation requiring such service. Experienced in manufacture of machinery and sale of materials of construction.

Knight-Counihan Printing Co.

SAN FRANCISCO
CHAMBER OF COMMERCE ACTIVITIES

Volume 6 — The Commercial, Financial, Industrial and Governmental Metropolis of the Pacific Coast — Number 43

Every Thursday ——October 23, 1919

HETCH-HETCHY PROJECT VIEWED BY BUSINESS MEN

A party of San Francisco business men, brought together by the San Francisco Chamber of Commerce, the San Francisco Advertising Club and the Downtown Association of San Francisco, returned Monday morning from a trip of inspection of the Hetch-Hetchy water supply project.

The party was under the guidance of City Engineer M. M. O'Shaughnessy, and was given a full opportunity to see all the work that has been done by the city toward impounding the mountain water in the Hetch-Hetchy Valley and at Lake Eleanor.

In discussing the trip of inspection yesterday, Robert Newton Lynch, Vice-President and Manager of the Chamber of Commerce, said:

"We all were astonished at the magnitude of the work that has been undertaken by the city, and by the great progress that already has been made under the direction of City Engineer O'Shaughnessy.

"It is needless to say that we all came away with a new conception of the vast importance of the Hetch-Hetchy project, both as a water supply system and as a new and added source of electric power.

"So far as we were able to judge, all the work that has been done has been well done, and it appeared to us that the engineering problems involved had been mastered by the city's engineering corps."

(Continued on next page)

PLAN PROPOSED TO CONNECT UP AMERICAN CHAMBERS OF COMMERCE IN FOREIGN COUNTRIES

In the hope of bringing about the closer and more effective relationship between American trade interests in this country and in foreign countries, the Foreign Trade Department of the San Francisco Chamber of Commerce has proposed to all American Chambers of Commerce now established in foreign countries that the American Chamber in each foreign country shall unite themselves into a central working body and that the Foreign Trade Department of the San Francisco Chamber of Commerce be made an intermediary for the purpose of keeping American manufacturers and shippers in constant and intelligent touch with foreign markets.

In a letter outlining the plan the Foreign Trade Department says:

"The object of each organization would be to interchange information and cooperate with each other. To disseminate information and assist American firms in foreign lands. There would be no dues or initiation fees for work performed, except possibly, for specific requests by an individual, and the Foreign Trade Department of the San Francisco Chamber of Commerce would gladly act as the clearing house or secretary of this organization without compensation of any kind.

(Continued on page 380)

AUTOMOBILES FOR OUR FIGHTING MEN

The Red Cross has been urging automobile owners to loan their automobiles one day a month for the entertainment of our wounded soldiers.

Fully eight hundred men are convalescing in Letterman General Hospital, some of whom could be enjoying fresh air, relief from hospital confinement, etc., were there sufficient machines to take them about our beautiful country. The improvement of morale, particularly in cases where a major operation is necessary, is astonishing among the men who are afforded this opportunity.

The Red Cross advises that one hundred boys could be taken out each day.

Response to requests so far have been few.

Telephone or write to Lieut. Ralph P. Borst, Associate Field Director, A. R. C. Letterman General Hospital and offer the use of your machine for at least one day a month.

This should not be considered a sacrifice but should be coveted as our small chance to aid our wonderful boys.

HETCH-HETCHY VIEWED
(Continued)

Among those who composed the party of visitors were: Walton N. Moore, Walton N. Moore Dry Goods Company; Robert Newton Lynch, Vice-President and Manager San Francisco Chamber of Commerce; L. M. King, Secretary San Francisco Chamber of Commerce; F. H. Meyer; A. Mack, Imperial Oil Company; John A. Starbuck, Blyth, Witter Company; A. T. Brock, National City Company; Beverly Hodghead, President Commonwealth Club; E. A. Walcott, Executive Secretary Commonwealth Club; Paul Eliel, San Francisco Bureau of Governmental Research; Wm. H. Nanry, San Francisco Bureau of Governmental Research; Jesse Steinhart; Dr. Kaspar Pischel; Walter Arnstein, Oakland Antioch & Eastern Railway; T. W. Brooks, United States Steel Products Company; Paul N. Downing, Pacific Gas & Electric Company; Frank L. Hunter, Norwich Union Fire Insurance Society, Ltd.; A. J. Chapman, Chapman & Nauman Company; Foster P. Cole, Cole Investment Company; George Forderer, Forderer Cornice Works; Eli H. Wiel, Buckingham & Hecht; George R. Pryor, Yosemite National Park Company; L. B. Mackey, E. H. Rollins & Sons; S. H. Boardman, Balfour, Guthrie & Company; C. B. Lastreto, Lastreto & Company; John McGaw, John McGaw & Co.; Samuel P. Johnston, Johnston, Ayres Company; H. C. Klevesohl, Humboldt Savings Bank; B. W. Cameron, Cameron & Disston; H. K. McKevitt, Humboldt Savings Bank; Max Schmidt, Schmidt Lithograph Company; H. William Nelle, San Francisco Advertising Club; George Schammel, San Francisco Savings & Loan Society; E. V. Saunders, International Silver Company; Charles T. Gallagher, Asst. Secretary Down-Town Association; Samuel P. Hamilton; Edgar D. Peixotto; John O. Gantner, Gantner Mattern Company; Dr. T. B. W. Leland, Coroner; John H. Hendy, Joshua Hendy Iron Works; F. E. Neitzel, Superintendent Bethlehem Shipbuilding Corp., Union Plant; M. M. O'Shaughnessy, City Engineer; A. J. Cleary, Assistant City Engineer; John S. Drum, Savings Union Bank & Trust Company; Norman B. Livermore, Norman B. Livermore & Co.; D. H. Leech; J. R. Hanify, J. R. Hanify & Co.; E. J. Schneider, U. S. Steel Products Co.; Edward Rainey, Secretary to the Mayor; Frank G. White, Chief Engineer, State Harbor Commission; J. A. McCarthy, Old Mission Portland Cement Co.

NATIONAL HIGHWAY POLICY AND PLAN URGED BY ROAD EXPERT

S. M. Williams, Chairman of the Federal Highway Council, an organization formed for the furtherance and perpetuation of the good roads idea and with a large representation in California, spoke at length of the needs of a system of national highways, at a joint luncheon of the Commercial Club and the Chamber of Commerce on Wednesday, October 15th.

Mr. Williams laid particular stress upon the provisions of a bill drafted and introduced by Senator Charles E. Townsend, chairman of the Senate Committee on Post Office and Post Roads. He disposed categorically of the various objections which have been made against this bill, including that of infringement on State rights. This bill provides $425,000,000 to be used in building highways throughout the nation; appoints a commission of three men at a ten thousand yearly salary each; outlines the method of the expenditure of the money so that each state will receive a portion. Mr. Williams stated that no bill was ever offered which was, or should not, be amended, and said that in this case, several amendments had been proposed which would offset any objections now existing against the bill.

Mr. Williams paid a high tribute to California's highways, and to the initiative of the state and its highway officials in placing our state far in the lead in highway development.

Mr. Adolph Mack, Chairman of the Highways Committee of the Chamber, and Mr. L. A. Nares, Chairman of the Western District of the Federal Highway Council, both added their voices to Mr. Williams' plea, and asserted the absolute necessity of a unified, national plan for highways, which would aid some of the poorer states. Mr. Nares pointed out that the sparsely settled states adjacent to California on the East would never be able to build a proper highway system without national help; that this would keep many thousands of people from touring to California, meanwhile retarding the development of this immense territory which contributes so much to California's prosperity.

NEW FOREIGN TRADE COURSE

The College of Overseas Commerce with headquarters in the Flood Building has opened up a course in foreign trade under the direction of experienced and practical men.

The course includes the following essential subjects:

1. Processes and Documents in Export Transactions.
2. Commerce with the Orient, and Marine Insurance.
3. The Operations of Foreign Exchange.
4. Commercial Relations with Latin-America.

The men who will do the instructing and carry on the work are:

A. E. Paulson of W. R. Grace & Co.

S. N. Smiley, Assistant Manager, Foreign Exchange Department, Crocker National Bank.

Geo. W. Fishback, Formerly Consular Inspector for South America.

Jno. J. Seid, Traffic Manager Export Department, Crown Willamette Paper Co.

RAILROAD LEGISLATION CHARTS ON HAND

The Chamber is in receipt of a supply of the chart "Proposed Plans for Railroad Legislation" which have been furnished by the Chamber of Commerce of the United States. Seven plans are outlined in this chart, which will serve as a ready reference and guide for busy men. In all probability one of the seven plans will be enacted into law before the President returns the railroads to their owners on January first.

Interested members may secure a copy of this chart by applying to the offices of the Chamber.

LYONS SPRING FAIR

The American headquarters for the Lyons Fair to be held in Lyons, France, from March 1 to 15, 1920, report that there will be a much larger American participation during the approaching fair. Facilities are in much better shape than before the signing of peace and interested firms are invited to communicate with the American representative, Ernest Perrin, 3 Park Row, New York City.

The Red Cross will inaugurate a drive for membership November 2nd to 11th.
No one ever missed a dollar invested in the Red Cross.

CHARITIES ENDORSEMENT COMMITTEE

ORGANIZATIONS ENDORSED TO DECEMBER 31, 1920

The Charities Endorsement Committee has considered the financial reports of the following organizations and issued endorsements to:

Associated Charities of San Francisco.
Auxiliary to the Stanford Clinics.
(Lane Hospital)
Baby Hygiene Committee of Association of Collegiate Alumnae.
Bothin Convalescent Home.
Boys' and Girls' Aid Society, The.
Boys' and Girls' Industrial Home and Farm.
Boys' Welfare Society of California.
British Benevolent Society of California, The.
Buford Free Kindergarten Society.
California Home for Girls.
California Prisoners' Aid Association.
California Society for the Prevention of Cruelty to Children, The.
Canon Kip Memorial Mission.
Cathedral Mission of the Good Samaritan.
Catholic Ladies Aid Society.
Catholic Society for Befriending Girls.
Community Day Nursery.
Day Nursery of the Canon Kip Memorial Mission.
Doctors Daughters, The.
Emanu-El Kindergarten and Settlement House Association.
Federation of Jewish Charities.
(Constituent Societies)
Emanu-El Sisterhood.
Eureka Benevolent Society.
Free Burial Society.
Hebrew Free Loan Association.
Hebrew Home for Aged Disabled.
Jewish Educational Society.
Mount Zion Hospital.
Pacific Hebrew Orphan Asylum and Home Society.
Florence Crittenton Home.
French Ladies Benevolent Society.
German General Benevolent Society.
(Conducting the Franklin Hospital)
German Ladies General Benevolent Society.
Golden Gate Kindergarten Association.
Hospital for Children and Training School for Nurses.
House of Friendship.
Industrial Department of The Salvation Army.
Infant Shelter.
Italian Board of Relief.
Juvenile Protective Association.
Legal Aid Society of San Francisco.
Little Children's Aid.
Maria Kip Orphanage and Alfred Nuttal Nelson Memorial Home.
Mary's Help Hospital.
McKinley Orphanage.
Mizpah Charity Club.
Native Sons and Native Daughters Central Committee on Homeless Children.
Occidental Kindergarten Association, The.
Peoples Place.
Protestant Episcopal Old Ladies Home.
Recreation League of San Francisco.
San Francisco Association for the Blind.
San Francisco Association for the Study and Prevention of Tuberculosis.
San Francisco Branch of the Needlework Guild of America.
San Francisco Fruit and Flower Mission.
San Francisco Girls' Welfare Home.
San Francisco Home for Incurables.
San Francisco Ladies Protection and Relief Society.
San Francisco League for the Hard of Hearing.
San Francisco Nursery for Homeless Children.
San Francisco Polyclinic and Post Graduate College.
San Francisco Presbyterian Orphanage and Farm.
San Francisco Protestant Orphan Asylum Society.
San Francisco Society for the Prevention of Cruelty to Animals, The.
San Francisco Working Boys Club.
St. Dorothy's Rest Association.
St. Francis Welfare League.
St. Luke's Hospital.
Seamen's Church Institute of San Francisco.
Telegraph Hill Neighborhood Association.
Travelers' Aid Society of California.
University of California Medical School and Hospitals.
Woman's Exchange.
Woman's Social Work of The Salvation Army.
Young Men's Hebrew Association of San Francisco.
Young Women's Christian Association of San Francisco.
(Social Work)
Youth's Directory.

A copy of the above list will be mailed to members for their use and guidance.

For information relative to appeals for charity, call Kearny 112, and ask for the Charities Endorsement Committee.

OPINION DIFFERS AS TO PROPER SHIPPING TERMS

Recently there were printed in recent issues of the "Activities" the opinions of several firms on the correct use of shipping terms, such as F. O. B., F. A. S., etc.

The following letter has since been addressed to the Chamber by a prominent firm giving additional data on the subject:

"I would like to point out what I think is misleading in your remarks about the terms. You say that the loading aboard ships is *of course* included in the ocean freight rate; there are some cases in which this would not be so and just for this reason foreign buyers will not buy on F. A. S. quotations if they can possibly buy in any other market or buy on any other terms. Their reason being that they will not knowingly accept the responsibility for charges which they know nothing about.

F. O. B. originally meant "Free on Board" (Ship) but in America it has almost got the meaning "Free on Cars." The different meaning of the term in foreign territories as compared with America creates confusion. In foreign territories when goods are bought "Free on Rail" or "Free on Cars" the term F. O. R. (Free on Rail) is commonly used.

If it is really necessary for the seller to make the buyer take the risk of damage, etc., right from his factory the best way to quote would be "F. O. R. Factory freight and charges paid to F. O. B. Export Steamer," because this term would be understood by buyers in foreign territories.

On the other hand some particularly large buyers require even a more distinct or definite meaning to the term F. O. B. and cases have occurred where a quotation is required "F. O. B. under hatches" which would mean that the buyer would not be responsible for goods damaged by falling out of the ship's sling, etc., while loading into the hatches of a ship.

I would strongly recommend that a very definite distinction be made here between the terms F. O. B. and F. O. R., because such distinction actually does prevail in the minds of most foreign merchants."

San Francisco Chamber of Commerce Activities

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Merchants Exchange Building
465 California Street
San Francisco

For What You Want to Know —— Call KEARNY 112

COMMERCIAL PUBLICATION ON HOLLAND, DUTCH EAST AND WEST INDIES

The Foreign Trade Department has just received through the courtesy of Dr. D. H. Andreae, Commercial Attache, Royal Netherlands Legation, Washington, D. C., a copy of "The Pioneer," a commercial publication issued in Holland, containing interesting articles with reference to Holland, Dutch East and West Indies. This publication is distributed free of charge and copies may be obtained by writing to Dr. D. H. Andreae at the above address, or can be seen on application at the Foreign Trade Department.

FORWARD INVOICES SIMULTANEOUSLY WITH PARCEL POST CONSIGNMENTS

The Foreign Trade Department wishes to call attention to Commerce Report No. 238 of October 10th, issued by the Bureau of Foreign and Domestic Commerce, which emphasizes the importance of mailing invoices simultaneously with parcel post shipments to Shanghai. This action will eliminate delay in the Shanghai Post Office. All consignments exceeding ten taels in value are subject to inspection by Chinese customs officials. It is possible to mail invoices without extra charge by placing them in invoice envelopes and attaching them to the parcel. The report states that C. O. D. service on parcel post business offers a distinct advantage to American merchants.

CONVENTION STICKERS

The Pacific Coast Committee of the National Foreign Trade Council has a number of stickers advertising the May Convention which they would be glad to give to firms who would put them on their letters. They may be had by personal application at Room 1237, Merchants Exchange Building.

INFORMATION REGARDING SIBERIA

Mr. Gennady N. Berseneff, President United Credit Unions of Siberia, is in San Francisco on his way to Siberia. Mr. Berseneff will be at the St. Francis Hotel until Monday the 27th and interested members can interview him by making an appointment through his secretary.

SURVEYS OF AUSTRALIA AVAILABLE

The Foreign Trade Department is in receipt of supplements published by the New York Evening Post dealing with the Commonwealth of Australia. This supplement gives commercial and financial statistics and resumes of commercial history of the various divisions of the commonwealth.

Members desiring copies of this supplement may obtain them from the Foreign Trade Department where a limited number are on hand.

VANILLA BEAN REPRESENTATION

Gomez & Sloan, Inc., 136 Liberty Street, New York, wish to get in touch with manufacturers or brokers desiring to purchase Mexican Vanilla Beans.

FOREIGN TRADE OPPORTUNITIES

3357. Christiania, Norway. Firm desires to get in direct communication with packers of California products, namely, canned and dried fruits, raisins, jams, olives, oils, walnuts, wines, and fresh apples. Does not wish connections with brokers or agents.

3358. Singapore, Straits Settlements. Firm desires to communicate with importers of dyestuffs, chemicals, tanning materials, fibres, gums, hides, oilseeds, spices, herbs, and other products from the Straits Settlements.

3359. Marseilles, France. French import and export firm is in need of a reliable agent or general representative in this city.

3360. Cholon, Cochin-China. Firm of importers in Cholon desires to communicate with exporters of pure sheet gold and gold wire.

3361. Bucarest, Roumania. Party wishes to be put in touch with firms desiring representation in Roumania.

3362. Havana, Cuba. Commission merchant would like to communicate with firms desiring a representative for their goods in Cuba.

3363. Vancouver, B. C. Firm desires to represent San Francisco manufacturers in the British Columbia markets on a commission basis. Lines most interested in are: jute, hemp, sisal, soap, shoe laces, clothesline, confectionery specialties, felts, dyes, etc.

3364. London, England. Party wishes to get in touch with American firms desiring to place their goods on the Belgian market.

3365. Colombo, Ceylon. Exporters of Ceylon produce desire to get in touch with importers with a view to entering into business relations with them.

3366. Hamburg, Germany. Party desires to secure the representation of a reliable firm for dried fruits, honey, raisins, canned salmon, and other canned fish products for Germany.

3367. Patras, Greece. Firm wishes to get in touch with importers of currants and other food products from Greece, and exporters of foodstuffs, colonial products and general merchandise.

3368. Pas-de-Calais, France. Party desires to communicate with importers and exporters desiring a representative in France, for the sale of California produce, as well as agricultural implements and manufactured products. Willing to make reciprocal arrangements for representation.

VENEZUELA SHOWS PREFERENCE FOR PRESERVED FRUIT IN GLASS CONTAINERS

Jams, preserves, jellies and other fruit products in glass jars holding one pint or more are preferred in Venezuela according to a statement contained in the weekly report of the United States Department of Agriculture. Keen competition in the sale of fruits is shown by France, Spain and Italy, and it is believed that if American exporters and packers prepare their products in a form as attractive as that adopted by European exporters, the volume of business which has increased of late could easily be maintained.

SIBERIAN EXPORT SITUATION IMPROVES

The Foreign Trade Department wishes to call attention to Commerce Report No. 236, October 8th, published by the Bureau of Foreign and Domestic Commerce, concerning development in the export situation at Vladivostok, Siberia. It will have considerable bearing on trade with Asiatic Russia. Members not having copies may secure them from the Bureau of Foreign and Domestic Commerce or consult the office files of the Foreign Trade Department.

MARINE DEPARTMENT

Motorship Katherine is ready to leave for Manila with 50,000 cases gasoline and naptha products shipped by the Associated Oil Company to the Philippine Vegetable Oil Company. The Standard Oil Tank Steamers Tacoma and Uncas, are ready to leave Southern California for the Orient, the former taking 3,000,000 gallons of kerosene, and the latter with 2,000,000 gallons of fuel oil.

The Shipping Board Steamer Delisle, under operation of McCormick & McPherson, left here last week for Europe with 45,752 barrels flour, shipped by U. S. Shipping Board.

Steamer Colusa of the Pacific Mail Line, will steam from this port on October 25th, 1 P. M., for Manila, etc.

W. S. Seammell & Co. have added another vessel to their rapidly growing fleet. They have just purchased the large Motor Schooner La Merced from the Standard Oil Co.

Ship Annie M. Reid, leaving here on the 16th inst. for United Kingdom loaded with barley, will sail via the Panama Canal.

The first sailing in the Pacific Mail's new Baltimore-San Francisco service took place last week, with the departure from Baltimore on the 15th of the Steamer Point Bonita. The Point Adams left New York on the 17th for Baltimore to finish loading and will leave latter port on the 25th for this city. The Point Bonita leaves here on return November 22nd, touching at Central American ports and Havana.

The Monticello S. S. Company's Steamer Ashbury Park, has had a trial trip after undergoing thorough overhauling, and will soon be placed on the run between San Francisco and Mare Island, Vallejo and Napa, in conjunction with their Steamers Napa Valley and General Frisbie.

Struthers & Dixon have the following steamers on berth for Kobe, Yokohama, Shanghai and Manila. Hathaway now receiving at Pier 38, and West Helix and West Cajoot, also for October loading.

Under operation by Williams, Dimond & Co., the Steamer Effingham will load at this port middle of November for Antwerp and Hamburg, and receive quick dispatch.

The next sailing from San Francisco for Valparaiso and way ports, in the W. R. Grace South America Service, will be the Steamer Santa Alicia, leaving out latter part of month.

The Rolph Mail S. S. Co.'s Steamer Georgina Rolph, now loading at Pier 10, will sail October 25th for Bahia, Guayaquil, Paita, Callao, Mollendo, Arica, Iquique, Antofagasta and Valparaiso. She will be followed on the 31st by Steamer Annette Rolph for ports of South America.

The Pacific Mail Steamer City of Para, which sailed on the 9th for Cuba, took 8,050 bags and 39,000 centals of rice.

The Steamer Koyei Maru, consigned to Suzuki & Co., arrived here from Kobe on October 13th, with 6,762 tons cargo, part of which will be taken to Seattle for discharge.

Shell Company's Steamer Silver Shell left here on the 11th inst. for Shanghai, carrying away 59,207 barrels of refined petroleum.

A double launching took place at the Rolph Shipyard, Humboldt Bay, on Saturday, October 11th. The Barkentine George U. Hind for Hind, Rolph & Co. and the Steamer Cremina for the U. S. Shipping Board, took to the water.

Balfour, Guthrie & Co., agents of the Harrison Line, have notified this department that the Company's Freighter Magician loads at Liverpool and Glasgow, closing 14th of November for San Francisco, Seattle, Vancouver, Victoria via San Pedro.

Dodwell & Co., agents for the Nippon Yusen Kaisha, announce that the Steamer Toyama Maru is scheduled to sail from San Francisco on or about November 4th for Yokohama and Kobe. Cargo will be received October 24th at Pier 31.

FOREIGN TRADE BREVITIES

The American Chamber of Commerce of Mexico announces an increase of twenty-six members as a result of a campaign now being waged. The members of the Chamber now number 439; 198 of which are in America. Of the new members seventeen are in the United States, nine in Mexico.

Weekly market reports on raw products, vegetable and essential oils, etc., in South China and Straits Settlements are now being received regularly by mail by the Foreign Trade Department.

Information on the value of filing trade marks in European countries has been received and is on file at the Foreign Trade Department. Steps are being taken to accumulate similar data from all other countries in which San Francisco merchants are interested.

The Council of Defense in its regular report says the State Department has received information that a powerful group of Mexican Senators are preparing to oppose the so-called Carranza Petroleum Bill which is understood to menace foreign investments in Mexico.

The Foreign Trade Department has received through the courtesy of the Director of Press Bureau, with King Albert's party, a limited number of circulars containing statistics and other information on the industries of Belgium. Copies may be obtained on application at the Foreign Trade Department.

A copy of "Pan-American Commerce, Past, Present and Future," which embodies a report of the Second Pan-American Commercial Conference held in Washington, D. C., June 2 to 6, 1919, has been received and is on file in the Foreign Trade Department.

Commerce Reports for October 13th state that an estimated surplus of from 80,000 to 90,000 tons of sugar will be available for export from the Argentine following this year's harvest, which promises to be exceptionally good.

Chile is awakening to the value of American advertising, is the statement in Commerce Report for October 13th, based on the report of Trade Commissioner J. W. Sanger, Investigator for the Bureau of Foreign and Domestic Commerce on the Advertising situation in Latin-America. Chile is at the present time passing through a transition period as regard advertising and merchandising, and is gradually breaking away from the old method whereby small groups controlled the import and export market.

The National Assembly of San Salvador has recently passed a decree establishing a gold standard for San Salvador disposing of the deposited silver in the vaults of the banks; it also makes the circulation of United States gold legal in San Salvador and fixes the rate of exchange at two colones to one dollar, United States currency.

For the six months ending June, 1919, the foreign trade of Japan shows an increase of more than 100,000,000 yen as compared with the first six months of 1918. Commerce Reports of October 14th also reports increased activities on Japanese shipbuilding.

A STATEMENT CONCERNING THE HIGH COST OF LIVING

The United States Council of National Defense, composed of the Secretaries of War, Navy, Interior, Agriculture, Commerce and Labor, states that it has found as a result of a careful investigation of the high-cost-of-living problem, that:

That the Nation's productive powers have not been fully utilized since the armistice.

That too few goods, notably the necessities of life, have been produced, and that even some of these goods have been withheld from the market, and therefore from the people.

That the high cost of living is due in part to unavoidable war waste and increase of money and credit.

That there has been and is considerable profiteering, intentional and unintentional.

The Council believes that the remedies for the situation are:

To produce more goods, and to produce them in proportion to the needs of the people.

To stamp out profiteering and stop unnecessary hoarding.

To enforce vigorously present laws and promptly to enact such further new laws as are necessary to prevent and punish profiteering and needless hoarding.

To bring about better cooperation and method in distributing and marketing goods.

To keep both producer and consumer fully informed as to what goods are needed and as to what supplies are available, so that production may anticipate the country's demands.

GOVERNOR STEPHENS TO PROCLAIM NOVEMBER 11TH LEGAL HOLIDAY

According to the State Committee on Readjustment all essential arrangements have been completed for the celebration of Welcome Home Day (Armistice Day) to be held in the various communities of this state on the eleventh of next month, and in order that the people of California may have an opportunity to participate in the celebration, Governor William D. Stephens has decided to proclaim that day as a legal holiday.

Parades, which should begin at 9:30 A. M., should be halted at 11 A. M. sharp—the hour that the last gun was fired in the World War and the hour of the signing of the armistice. It is urged that at 11 A. M. all activities cease and the bands (the parades being halted and participants standing at attention) play and the public join in singing "America." The various military organizations in the parades should be placed in the following manner, with the ranking officer in command:

Navy, Marine Corps, Infantry, Field Artillery, Cavalry, Coast Artillery, Engineers, Air Service, Signal Corps, Medical Corps, and Transportation units. Machine Gun units will parade with the Infantry, unless there are sufficient men to form a separate unit.

LOADING SERVICE

A representative of the Traffic Bureau visited the freight houses and loading sheds of one of the large rail lines during the busiest part of the day, Saturday, September 18th, and found that while there was a great deal of freight moving there was no congestion, and the prospects appeared to be that loading would be completed by 5.30. As a means of relieving the rush at unloading platforms, certain freight was being loaded direct from the dray into the cars, and close observation indicated that this expedited rather than retarded the unloading of the drays, because trucking on the platform was entirely eliminated.

The Railroad Administration assured this representative of the Traffic Bureau that they were sparing no effort to furnish prompt service in loading—that owing to the scarcity of cars, however, if there was insufficient freight offered to fully load a car with less-carload merchandise for a certain through run like Sacramento, Los Angeles, etc., it was really necessary to hold such car until the next day for sufficient load to fill the car and thereby conserve equipment.

PLACEMENT BUREAU

DISCHARGED SOLDIERS AND SAILORS

306. Discharged Captain Coast Artillery, 27 years old, graduate of University of California, 2 years at Harvard law school. Six years clerical and stenographic experience. Recently statistician with General Staff of Army. Thorough knowledge of French, some knowledge of Spanish and German. Desires executive clerical position. Best references.

307. Wanted by bookkeeper and accounting student charge of set of books in small concern.

308. Young man, 28 years old, desires situation offering advancement and a future, a high school business course and university training in business. Recently home from France, and willing to do specialized study to qualify for a responsible position. Salary at start no object. Prefer import and export business.

309. Young man with some experience in export business desires position with reputable export house or in the export department of large corporation. Have college education and varied experiences such as mine foreman, worker in metallurgical and chemical plant, personal experience as export commission buyer, held executive positions while in Army, etc. Wants something that offers a future and requires the services of a responsible conscientious young man.

310. Mentally alert young man, having five years practical experience in fire insurance work, desires to connect with local office, accounting department or otherwise, where faithful and efficient service will be recognized. Satisfactory reference from last employer.

GENERAL APPLICATIONS

1496. Mechanical engineer, college graduate, 9 years experience on construction and in factory, is open for position of assistant manager, superintendent or assistant superintendent of factory or on construction work.

1497. Young man, age 26, married, successful experience in rubber business, sales and operative, desires position with export and import firm to learn business. Have good education and can furnish best of references as to character and ability.

1498. Office position by competent and efficient young man. Connection with stock and bond business preferable.

SAN FRANCISCO DISTRICT FREIGHT TRAFFIC COMMITTEE—DOCKETS

Docket 2623—(Hearing 2 P. M., October 28th)—Powdered lime rock, carloads. Proposal to establish line of commodity rates from Crestmore, Cal., to points on S. P. R. R. in California, same as now in effect from Colton, but observing same differential as now in effect upon cement to same points where now existing.

Docket 2606—Box or crate material and articles taking same rates, carload, from points in California, Oregon and Nevada. Cancelled.

Docket 2470—Rates and routing via C. B. & Q. designated in T. C. F. B. Tariffs 1-Q, 3-N and Circular 16-L, between Eastern points and California terminals and intermediates. Cancelled.

Docket 2629—(Hearing 10:45 A. M., October 29th)—Explosives, carloads. Proposal to establish commodity rates based on combination rates in effect prior to June 25, 1918, increased 25 per cent in lieu of present combination rates now in effect from California points to points on Crown King and Poland branches of A. T. & S. F. R. R. in Arizona.

Docket 2632—(Hearing 11:30 A. M., October 29th)—Salt cake (crude sulphate of soda), carloads. Proposal to reduce rate, McKittrick, Cal., to San Francisco and Wilmington, Cal., to 19 cents per 100 lbs.

Docket 2353—Junk—uniform description. Between points in California, Oregon, Washington, etc. Cancelled.

Docket 2633—(Hearing 10 A. M., October 30th)—Vermin exterminators (other than agriculture insecticides), less carloads. Proposal to reduce rates from Eastern points to Rate Basis One and Three points designated in T. C. F. B. Tariff 1-R.

Docket 2634—(Hearing 10:15 A. M., October 30th)—Sash weights, cast iron. Proposal to clarify tariffs by amending certain items. Question has arisen as to whether or not structural iron rates should apply on sash weights and proposed action is for purpose of clarifying tariff and removing all doubt as to application of rates.

Docket 2635—(Hearing 10:30 A. M., October 30th)—Infusorial earth brick, carload. Proposal to reduce rates from California producing points to Eastern territory.

Docket 2636—(Hearing 10:45 A. M., October 30th)—Syrup, orange, carloads. Proposal to reduce rates from California to Eastern points.

Docket 2637—(Hearing 11 A. M., October 30th)—Display jars, carload. Proposal to reduce rate, Pittsburg, Pa., to Rate Basis One and Three points, from $1.87½ to $1.69 per 100 lbs.

Docket 2638—(Hearing 11:15 A. M., October 30th)—Bicycles, carload. Proposal to reduce rates from Eastern points to Rate Basis One and Three points.

Docket 2639—(Hearing 11:30 A. M., October 30th)—Rubber hose, carload. Proposal to reduce rates from California terminals and intermediates to Eastern points.

Docket 2640—(Hearing 2 P. M., October 30th)—Scales and iron test weight, mixed carloads. Proposal to extend Item 3135, T. C. F. B. Tariff 1-R, which names rates on scales and scale beams, straight carloads, from Groups A to J inclusive to rate basis One and Three points, to include weights and scale testing weights.

Docket 2641—(Hearing 2:15 P. M., October 30th)—Sand, glass, silica and molding, carloads. Proposal to reduce rate, Ottawa, Ill. to Rate Basis One and Three points, from 51 cents to 40 cents per 100 lbs.

Docket 2643—(Hearing 3 P. M., October 30th)—Infusorial earth mortar composition. Proposal to reduce rates from Rate Basis One points to Eastern points.

Docket 2644—(Hearing 3:15 P. M., October 30th)—Cereal breakfast foods, carload. Proposal to reduce minimum weight from 40,000 to 24,000 lbs.—California producing points to Eastern points.

Docket 2645—(Hearing 3:30 P. M., October 30th)—Iron and steel articles, between Utah and California points. Proposal to reduce minimum weight from 80,000 to 50,000 lbs.

Docket 2646—(Hearing 3.45 P. M., October 30th)—Apricots in open lug boxes, carload. Proposal to reduce rate, California terminals and intermediates to Eastern points, from $2.16 to $1.44 per 100 lbs.

Docket 2647—(Hearing 4 P. M., October 30th)—Iron and steel articles, viz: Bars (Staybolt). Proposal to reduce rates from Eastern points to California Rate Basis Three points

DELAYED MERCHANDISE SHIPMENTS

Considerable complaint has reached the Traffic Bureau during the past few weeks on account of delay in forwarding merchandise shipments from San Francisco. The Traffic Bureau has made a careful investigation and finds the situation to be as follows:

The Railroad Administration experienced considerable difficulty for a time in securing sufficient man power to do the station platform and loading work. Within the past ten days, however, this has been overcome and the freight houses are now practically fully equipped. The condition on the waterfront prevailing since September 15th has caused a great deal of merchandise to be diverted from the boat and ship lines to the rails. For illustration, where former movement was for Portland two cars per day, it has been increased to six or eight per day; to Seattle one car per day, increased to eight to twelve per day; Los Angeles two to four per day, increased to eight to twelve per day; Sacramento three per day, increase to six; Stockton two, increased to seven to nine per day. This illustrates the sudden rush of business, which coupled with the then short man power, caused considerable delay.

ACCIDENT PREVENTION DRIVE ON

"At midnight, October 18th and until midnight, October 31st," according to R. J. Clancy, assistant to General Manager of the Southern Pacific, "approximately 1,750,000 railroad officers and employees on the 187 railroads of the United States under Federal control will set in action the National Railroad Accident Prevention Drive, which presages the greatest concerted movement for the prevention of accidents and conservation of industrial man-power ever undertaken.

"Participating in this drive and competing with each other will be the seven Regions comprising the lines under Federal control and representing a total of 228,571 miles of road. The Safety Section of the United States Railroad Administration has undertaken this move because of numerous accidents attending railway operation, with the belief that a very substantial reduction may be effected in the number of avoidable accidents occurring. This plan has been tried out in several of the Regions, resulting in a reduction of more than 70 per cent in the number of accidents compared with corresponding period of the previous year, and it is now intended to try it out on all the roads under Federal control.

MR. MANN BACK

Mr. Seth Mann, the Attorney and Manager of the Traffic Bureau, has returned from Chicago. The Bureau is devoting special attention to preparation for the hearing of the transcontinental cases, set at Salt Lake City November 7th next.

BUT IT IS THE LAW—

San Francisco's Postmaster, Chas. W. Fay, wants us to set our clocks back an hour at 2 o'clock on the morning of October 26th. We won't do it. We know how to save day light and night time better than that.—Lassen Advocate.

RAILROAD ADMINISTRATION PLANS EFFICIENCY COMMITTEE

Mr. William Sproule, the District Director of the United States Railroad Administration, has constituted a committee to be known as the San Francisco Terminal Efficiency Committee, with headquarters at Room 861, Southern Pacific Building, telephone Sutter 4000, Local 154. Mr. K. M. Nicoles, whom the membership will remember as having been chairman of the Car Service Committee which operated under authority of the American Railway Association from May 1, 1916, until the late fall of 1918, is chairman of the new committee, and states that he expects to be of service to the public and will be glad to interview any member of the Chamber or of the shipping public on any subject pertaining to car shortage. The new committee will have at its disposal the services of three active field men, who will be delegated to investigate critical or congested situations.

The scope of the committee's work will cover:

1. Speeding up road and yard movements.
2. Securing heavier loading of equipment.
3. Establishment and maintenance of complete and accurate yard checks.
4. Reducing the number of bad order cars.
5. Making prompt deliveries to connections.
6. Effecting earlier deliveries at freight houses and team tracks.
7. Expediting movement of grain cars at terminals.

It will be noted from the foregoing that the duties of the committee are to correct irregularities among the carriers, as well as to encourage prompt loading and unloading and heavier loading by shippers.

The Railroad Administration is directing almost its entire energy at the present time to relieve the car shortage, and there are so many ways in which the membership can assis in relieving the car shortage that it is deemed advisable to invite attention to the following facts which may be of assistance:

There is a general shortage of all classes of equipment throughout the country. The box car and refrigerator car situation in California is particularly acute, and about the only relief in sight is to make better and larger use of the equipment available. This can be done in various ways, one of which is the heavier loading of cars. In the number of commodities in which California is a very heavy shipper, such as beans, wheat, rice, etc., the loss of car space is becoming a serious matter. No shipper should be satisfied with less than the absolutely actual carrying capacity of a car. A less load in a box car than a capacity load not only means delay in the movement of a large crop but decreases the volume of business handled by the dealer. This not only applies to the commodities above enumerated but also to onions and potatoes. We are advised that at the present time 300 sacks is the average loading of onions or potatoes. The weight of this load would be approximately 35,000 pounds. The average capacity of all the cars in California is almost 40,000 pounds, and probably the average capacity of box cars available in California would run over this figure. It is believed that these capacities should be utilized in loading potatoes and onions.

The delay in unloading is another reason for car shortage. A portion of this delay can be overcome by getting away from the practice of billing commodities into San Francisco or other large centers to shipper's order notify, and by billing the car direct to its final destination.

In the foregoing we have attempted to enumerate some of the customs which tend toward increasing the shortage of equipment, and which we believe may be easily corrected. We strongly urge the membership to communicate with Chairman Nicoles, both through this Bureau and direct, and to cooperate with the new committee in every way possible.

(Continued from first page)

"If the organization proposed should be completed, this office, as secretary, would gladly take up any requests of any member regarding questions pertaining to the United States, regardless whether they pertain to the Pacific Coast, Atlantic Coast, Middle West, the South or the country as a whole.

"On receipt of a request from any member for any information procurable in any part of the United States, this office would immediately get in touch with the proper organization to procure it and would promptly furnish it to the inquiring member.

"We would go further and would gladly issue a monthly bulletin which would contain notes of interest received from the various members and such items of interest collected in this country as we might deem of interest to the various units. This monthly publication would be forwarded regularly to every organization in the United States likely to be interested, free. No advertisements would be accepted, no compensation of any character received and in this way every city in the United States would be in a position to have available without expense the same information that this office had and every member of the organization would have the same facilities. Should this plan be adopted and the publication issued, it would reach in the neighborhood of 1,500,000 manufacturers and shippers through their respective organizations.

"This proposed organization would cooperate with the Chamber of Commerce of the United States and we would urge that the National Chamber utilize and disseminate the information procured and furnished by this office."

The American Chambers of Commerce abroad who are being approached by the San Francisco Chamber of Commerce upon the subject are the American Chambers in Paris, London, The Netherlands and her colonies, Amsterdam, Naples, Milan, Barcelona, Salonika, Mexico City, Buenos Aires, Rio de Janerio, Cape Town, Shanghai, Tientsin, Manila, Valparaiso, Barranquilla, Tampico and Havana.

PERSONAL CONTACT IMPORTANT IN EXTENDING FOREIGN TRADE

Many San Francisco firms have found it of real advantage to keep in personal touch with their customers in other countries. This is done by maintaining offices in the foreign countries in which they do business or through a traveling representative who calls upon the foreign friends of the individual firm which naturally results in the greatest extension of trade.

The Chamber has just been advised that the aggressive firm of Holbrook, Merrill & Stetson are about to send their commercial attache, Mr. Nathan A. Hurwitz on a trip to Australia, the Dutch East Indies, the Straits Settlements, China, Siberia and Japan, in which countries he will make an exhaustive survey of conditions, interviewing financiers, builders, engineers, manufacturers, jobbers and general merchants. The company reports an optimistic view of the expansion to be gained in this way.

CHAMBER'S TRAFFIC ASSISTANT TO ENTER NEW FIELDS

John S. Willis, for the past several years Assistant Traffic Manager of the San Francisco Chamber of Commerce, is preparing to enter into business for himself, and for that reason has tendered his resignation effective November 1st. The Traffic Bureau and in fact the entire Chamber will regret the loss of Mr. Willis' services as during the many necessary absences of Mr. Seth Mann, Attorney and Manager of this important department, Mr. Willis has had full charge of the traffic work of this organization.

Mr. Willis during the war served as Lieutenant Commander in the Navy, resuming active duty with the Chamber on receipt of his discharge. During the early part of the year, he was appointed as a member of the San Francisco Freight Traffic Committee by Max Thelen, Director of Public Service of the United States Railroad Administration. He is still serving in this capacity.

Knight-Counihan Printing Co.

SAN FRANCISCO
CHAMBER OF COMMERCE ACTIVITIES

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Waterfront Situation Demands Aggressive Action by Chamber of Commerce

Call Made to Provide Funds to Meet Issue

Characterizing as intolerable and alarming the long continued tie up of the commerce of this port by the strike of stevedores on the waterfront, the Board of Directors of the San Francisco Chamber of Commerce decided on Tuesday, that the Chamber of Commerce should actively intervene in the situation and do all things necessary to move the port's shipping and to restore commerce to its normal condition at the earliest possible date.

To this end the Chamber of Commerce has sent out an appeal for funds to be placed at its disposal in its work of relieving the paralysis of port business and it is expected that the responses to this appeal will be sufficiently generous to insure the early success of the work which the Chamber of Commerce has undertaken as an emergency task in behalf of the public interests.

In a straight-forward statement accompanying the appeal for funds, the Chamber of Commerce expressly declares that it is acting without regard to the merits of the controversy between the Riggers' & Stevedores' Union and their employers. The statement makes it appear obvious that the present situation is of so grave concern to the interests of San Francisco that extraordinary action at the present time is necessary to relieve a condition that is doing injury to the commerce of this port.

The statement by the Chamber over the signature of President Atholl McBean, accompanying the appeal for funds, reads as follows:

"The time has now come when the Chamber of Commerce must take definite action in order that the commerce of the port may continue to be moved. There is a threatened freight embargo against this port and shipping is being diverted to other Pacific Coast ports. Irrespective of the merits of the controversy, the Chamber feels that aggressive action must be taken to meet the situation and in order that we may go forward with a vigorous program we are asking you to make an initial subscription to be used by the Industrial Committee of the Chamber, of which I am Chairman, in such ways as it deems wise and effective in meeting the present intolerable situation on the waterfront and other industrial disturbances in the community."

In construing and defining the action taken by the San Francisco Chamber of Commerce in the waterfront strike situation, President McBean further said:

"The Chamber of Commerce has taken this action after having exhausted every other means to bring about a just settlement of the industrial trouble on the waterfront and to restore commerce to a normal condition.

"It now appears that there can be no relief of the situation that is doing so much harm to the interests of San Francisco excepting through the aggressive action that has been determined upon by the Chamber of Commerce to keep open the commerce of the port.

"In arriving at this decision the Board of Directors of the Chamber of Commerce have not closed their eyes to the general industrial situation in San Francisco and throughout the country; and it is the purpose of the Chamber that its Industrial Committee shall be prepared effectively to handle any similar situation that may arise in the future.

"The single motive of the Chamber of Commerce in this matter is its concern for the public interests; and it should be made quite plain that neither in this matter of the waterfront strike nor in any other industrial controversy with which the Chamber may have to deal, will the Chamber voluntarily depart from its fixed policy by assuming any narrow or partisan stand.

"The Chamber recognizes the place of responsible labor unions in our industrial life, and its policy is to cooperate whenever possible with all such organizations."

DO YOU VOTE?

"The average vote polled in San Francisco has declined from 78 per cent during the period of 1878-88 to 52 per cent in the period 1910-19."

This statement is made by the Rotary Club of San Francisco which organization has prepared a statistical chart showing the vote polled at every election from June 19, 1878 to July 1, 1919.

The San Francisco Chamber of Commerce urges its members to show their civic pride by voting and urging others to vote. Firms should also impress upon their employees the value of their votes to the community, and allow employees sufficient time off on election days to cast their votes.

SHIPPING CONFERENCE OUTLINES PLANS FOR FUTURE OF PACIFIC OCEAN COMMERCE

San Francisco's future in respect to Pacific Ocean commerce and the future also of other Pacific Coast ports was the subject of discussion at a coast-wide shipping conference which convened yesterday in the offices of the San Francisco Chamber of Commerce.

This conference which is epocheal in the life of Pacific Coast shipping interests was attended by regularly accredited delegates from the Chambers of Commerce of San Francisco, Seattle, Tacoma, Portland, Los Angeles and San Diego.

In addition to the officials and delegates of the San Francisco Chamber of Commerce, Los Angeles is represented by Marius de Brabant, Charles Lehman, and W. S. Wheaton; San Diego by Rufus Choate, Vice-President, Union National Bank; Tacoma by James H. Davis, General Insurance, H. A. Rhodes, President Rhodes Brothers, Inc., and John S. Baker, President Fidelity Trust Company; Seattle by C. J. France, Executive Secretary of the Port of Seattle, H. C. Cantelow, Assistant General Manager of the Pacific Steamship Company, and R. M. Drumhiller, Collector of the Port of Seattle.

The express wish of the conference was that the best thought of Pacific Coast ship interests be immediately communicated to the conference to the end that with the least possible delay, the entire Pacific Coast may unite upon a unified program out of which a determined fight for more ships for the Pacific Coast will be carried directly before the United States Shipping Board, where Eastern interests are now endeavoring to gain the larger share of the merchant ships that are being allocated by the Board.

Disquieting reports have been received from Washington indicating that unless the various Pacific Coast ports which thus far have been unable to secure any substantial recognition in respect to the distribution of the Shipping Board vessels, shall unite as one great Pacific Coast interest, this coast is likely to receive much less than her fair share of the merchant ships.

The situation is view by shipping interests in all Pacific Coast ports as one of the most acute problems that have confronted commercial developments in the West for many years.

With the commerce of the Pacific increasing and expanding by leaps and bounds the ports of this coast find themselves without vessels to handle the trade and without any prospect of supplying the shortage in ships at any early date. The immediate effect of this condition as viewed by Pacific Coast interests will be to drive shipping away from Pacific Coast ports because of the lack of facilities, and to give Eastern and foreign shipping interests a vast advantage which it will require many years to overcome.

At this writing the conference is planning that after a full and fair survey of the whole situation, a united effort shall be made upon a broad single program which will be laid before the United States Shipping Board backed by the whole force of the Pacific Coast shipping and allied interests.

ATTENTION OF MEMBERS DRAWN TO AMERICAN COMMERCE ASSOCIATIONS IN FOREIGN COUNTRIES

At a meeting of the Foreign Trade Committee of the Chamber of Commerce it was unanimously decided to recommend to San Francisco exporters that they take out associate memberships in the various American chambers of commerce located in foreign countries where they are particularly interested in developing commercial relations.

The addresses of these chambers are as follows:

American-Belgian Chamber of Commerce, 4 Montagne du Para, Brussels; American Chamber of Commerce in London, 8 Waterloo Place, Pall Mall, London; American Chamber of Commerce in France, 32 Rue Taitbout, Paris; American Chamber of Commerce for the Netherlands and Colonies, Raadhuisstraat 15 Amsterdam; American Export Chamber of Commerce, Amsterdam; American Chamber of Commerce for Italy, Via Bochetto 3, Milan 14 Via Marina Nuova, Naples; American Chamber of Commerce of the Levant, Saloniki; American Chamber of Commerce for Spain, Rambla de Los Estudios 8, Barcelona; American Chamber of Commerce of Buenos Aires, Plaza Hotel, Florida 1007, Buenos Aires; North American Society, 531 Cuyo, Buenos Aires; American Chamber of Commerce for Brazil, Caiza Do Correio 916, Rio de Janeiro; American Chamber of Commerce Casilla 314, Valparaiso; The American Chamber of Commerce of Columbia, Barranquilla; American Society of Peru, Lima; American Chamber of Commerce of Mexico, Cinco de Mayo 6, Mexico City; American Chamber of Commerce of Tampico, Tampico; American Chamber of Commerce, Monterey; The American Chamber of Commerce of Cuba, Horter Building, Havana; American Chamber of Commerce in China, Shanghai; American Chamber of Commerce, Tientsin; American Association of Japan, Yokohama; Manila Merchant's Association, Manila; American Chamber of Commerce, Penang; American Chamber of Commerce, Singapore; American Chamber of Commerce of South Africa, Cape Town.

Mexico being our nearest neighbor, and capable of great commercial development, particular stress is laid upon the American Chamber of Commerce in Mexico.

The Red Cross will inaugurate a drive for membership November 2nd to 11th

COUNCIL OF SOCIAL AGENCIES RECOMMENDED

Charities Endorsement Committee Hears Report of Secretary

Charitable Agencies in San Francisco are going to be assisted to cure their own ills.

Social service workers have been in conference for the purpose of forming a so-called Council of Social Agencies, whose general function it will be to inquire into the work and needs of all institutions engaged in any sort of charitable work and to bring to a more effective application all charitable endeavor.

The plan for the establishment of this Council was disclosed at the last meeting of the Charities Endorsement Committee of the San Francisco Chamber of Commerce through a report made by the Committee's secretary.

After listening to the secretary's report the Charities Endorsement Committee voted to ally itself actively in a general movement for the creation of a Council of Social Agencies and Secretary Maginnity was directed to lend his full support toward forming such a body and setting it in motion.

In discussing the need for a supervisory body and outlining the general character of its work in relation to all charitable endeavors, the secretary said:

"At the present time in our city the agencies in this community are working in the dark, having no basic facts regarding various welfare problems or the extent of such problems. Until this situation is met by carrying out a definite survey to establish the basic facts we will be faced in all probability with the problem of having to consider for endorsement agencies sponsored by people of reputation which possibly should not be organized. Once these basic facts are established it will be a simple matter to determine whether or not existing agencies are properly meeting the problems they are supposed to undertake and for which the public is asked to donate."

In his annual report to the Charities Endorsement Committee, the Secretary said that charitable appeals during the year to the members of the Chamber of Commerce where such appeals were not needed were endorsed and well-known agencies were practically nil.

"Many persons organizing appeals" said the secretary, "consulted your department before going to the public, with the result that they did not start through the cooperation of federal and municipal authorities. Many solicitors were investigated, some left for parts unknown, and others will be unable to solicit for a considerable period.

"It is no exaggeration to state that this Committee is saving the membership of the San Francisco Chamber of Commerce at least $1,000 a day as a result of your control of this situation."

All those who give to charities in little or great amounts will find a rich fund of dependable information in the financial analysis of the thirty-seven charitable agencies in San Francisco which are working under the endorsement of the Charities Endorsement Committee of the San Francisco Chamber of Commerce.

The analysis shows that during the past year these thirty-seven charities received a grand total of $2,112,575.63; that $276,328.74 of this amount was expended in salaries, $79,171.16 in investments, $562,937.90 in general overhead charges and that $948,045.46 was devoted to relief.

An interesting item is the showing that the general average of salary charges was $18.02 for every $100 subscribed for charitable purposes.

AID FOR HOMELESS CHILDREN

The Native Sons and Native Daughters of the Golden West are making an appeal for funds to aid them in carrying on their work of placing homeless children in private homes for adoption. Solicitation of funds will be carried on during the thirty days preceding Thanksgiving and the drive will be marked by a masquerade ball for which tickets are now being sold.

FREE ZONE BILL ACTION DUE THIS YEAR

Measure as Redrafted Satisfactory to Treasury Department

Published reports that the Free Port Bill had been adversely acted upon by the Ways and Means Committee of the House of Representatives is denied in a telegram received by the San Francisco Chamber of Commerce from J. J. Dwyer, the Chamber's representative at Washington. Dwyer stated that the current report that the Bill had been thrown out as being unconstitutional was wholly without foundation. Action upon the bill, he said, would probably be delayed until sometime in December due to the enforced absence of Representative Fordney of Michigan because of illness in his family.

In his telegram Dwyer says:

"Unconstitutionality is a stock argument here against all new legislation, that objection is not considered serious as to this bill. The bill has been redrafted four times to meet amendments and the Treasury Department is now satisfied with it."

DUN'S REVIEW

The strike situation shows considerable improvement, but retailers are feeling the effects of cessation from work, and in many quarters, retail business is reported quieter than had been anticipated at this stage of the season. Installment houses report collections as dragging and evidently money is not as easy with the working classes as before the strikes. Conferences are expected in the shipbuilders' strikes, but nothing definite has yet occurred. Aside from this, the business situation is good and wholesalers in practically all lines report collections good, and sales up to expectations. An unusually large number of dry goods buyers have visited the market recently and sales are consequently large. Clothing jobbers report the cheaper grades as moving easily, with collections good. Men's furnishings are in good demand, especially winter grades and knit goods are also selling as fast as deliveries can be made. Grocery jobbers report country business as good and city business as fair to good. Some slight price recessions in provisions were appreciated by the trade. Dealers in electrical appliances for household use, report stocks very low and goods difficult to obtain, with an active demand. Electric supplies for buildings are in active demand and elevator manufacturers are now more fully employed than since the war. Iron and steel stocks are adequate for immediate needs and the local trade has not felt the strike at the mills as yet, at all. Building continues to improve, with a good demand for lumber, though prices rule very high.

Exporting is still retarded by the waterfront strikes, and most exporters report business quiet, while unsteady prices are an adverse feature in importing.

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FOREIGN TRADE CONVENTION BACKED BY GOVERNOR STEPHENS

Governor Wm. D. Stephens, of California, has given his hearty endorsement, as chief executive of the state, to the forthcoming Seventh National Foreign Trade Convention to be held in this city May 12 to 15, 1920.

A letter from Governor Stephens has just been received by C. P. Converse, Secretary of the Pacific Coast Committee in charge of the convention, and is as follows:

To American Business Men
At Home and Abroad.

San Francisco has been selected as the city which will have the privilege of entertaining the delegates to the next National Foreign Trade Convention.

This convention will be the seventh in the history of the National Foreign Trade Council—a non-partisan, non-political organization composed of leading business men devoted to encouraging the foreign commerce of the United States.

The annual gatherings of the Council have increased in importance with each year, and it is intended to make the convention to be held in San Francisco in 1920 the most significant and far-reaching event of its kind ever held in the country.

The theme "The Problem of Trans-Pacific Commerce" is most pertinent and necessary of solution. The constructive work of the Council and deliberations of the convention are in the interests of American business, at home and abroad.

Therefore, it is urged upon American business men, in this and foreign countries, that a special effort be made to attend and partake of the educational and business advantages—as well as the hospitality of San Francisco—May 12 to 15, 1920.

Very truly yours,
(Signed) Wm. D. Stephens,
Governor.

KEROSENE WANTED FOR CHINA

A firm in China writes under date of September 20th, expressing a desire to be placed in touch with independent oil refineries and dealers for the distribution of kerosene throughout China. They require a quality of oil that will compete with that now being sold in China, and state that they will place the order immediately upon receiving quotations. The "chop" to be used on cases is on file in the Foreign Trade Department, San Francisco Chamber of Commerce, with other information.

CANADA REMOVES IMPORT RESTRICTIONS

Restrictions on imports to Canada, as provided for by the War Measures Act requiring import licenses have now been removed, according to a report issued by the Canadian Customs Officials. Goods may be imported without licenses, with the exception of firearms, oleomargarine, Russian rouble notes, liquors, opium and cocaine.

FOREIGN TRADE OPPORTUNITIES

3369. Trujillo, Peru. Party desires to communicate with dealers in American Army pack saddles. Would like catalogues, prices, etc.

3370. Tokyo, Japan. Import and export firm desires to get in touch with exporters of ground California tan bark oak.

3371. Tientsin, China. Building and engineering firm in Tientsin has at present several orders to place for building material and would like to receive catalogues, prices, conditions, shipping weights and measures, freight rates, etc., on the following articles. window glass, nails and screws, galvanized iron sheets, hardware, well pumps, both hand and power driven, electric light sets, electric motors, etc. Further details on file at the Foreign Trade Department.

3372. Osaka, Japan. Firm desires to communicate with exporters of cryptomeria planks, (commonly known as Japanese cedar) with a view to establishing business connections.

3373. Kobe, Japan. Japanese firm desires to get in touch with exporters of mild steel hoop.

3374. Osaka, Japan. Manufacturer of glassware, enameled ware, porcelain and earthern ware, would like to communicate with interested importers.

3375. Kobe, Japan. Japanese firm desires to get in touch with consumers of grossuralite of calcium-aluminum-garnet. Local specifications can be complied with.

3376. Morelia, Mexico. Party desires to communicate with firms handling machinery for manufacturing ice, with a view to establishing business relations. Desires prices, catalogues, terms of sale.

3377. Osaka, Japan. Japanese import firm would like to get in touch with exporters and manufacturers of tool steel.

3378. Shanghai, China. Exporters of hand-made laces, embroidered underwear, carved furniture, hairnets, pongee, basketware, rattan furniture and Chinese novelties, desires to get in touch with interested importers.

3379. Osaka, Japan. Japanese firm desires to establish business connections with exporters of gypsum for porcelain making and liquid gold and colors for designing porcelain.

3380. New York, N. Y. New York firm wishes to get in touch with dealers in mother-of-pearl and white-water shells. Are in the market for large quantities for export.

3381. Si-ka-wei, China. Party desires to get in touch with dealers in stained, opalescent and art glass, also leaded glass.

3382. Antwerp, Belgium. Commission merchant wishes to be put in touch with packers of California products; particularly interested in leaf tobacco.

COAST TO COAST SERVICE PLANNED

Another steamship company has chosen San Francisco as the Pacific terminus of its service between here and Atlantic ports. According to a telegram received by the Foreign Trade Department of the San Francisco Chamber of Commerce from the Boston Chamber of Commerce the New England Maritime Corporation has decided to inaugurate a steamship service between Boston and Pacific Coast ports. The first sailing of this company's ships is scheduled for next month. The New England Maritime Corporation has its offices at 53 State Street, Boston.

MARINE DEPARTMENT

The Grace Steamers Santa Inez and Santa Rita left Arica on October 3rd and 5th respectively, for San Francisco and Tacoma. The former called at Guayaquil and picked up the Per. Bark Belfast on October 8th, and the latter steamer took the Chile Schooner W. J. Pirrie in tow for this port.

Over 50,000 centals of rice were shipped from this port by water to foreign ports the first three weeks of this month. Other shipments are to follow during October.

The Russian Volunteer Fleet, which operated out of San Francisco in pre-war times to the Orient, will resume servic upon return of ten of their vessels by the British Admiralty. Their office will be 711 Flood Building.

The new Steamer Abraham Lincoln sailed from Philadelphia early this month for Gothenburg, with 11,702 tons of coal.

W. R. Grace & Co. have purchased the steel Steamer Columbia from the United States Shipping Board. Also the steel Steamers Santa Teela and Mineola.

Struthers & Dixon have placed the Ship Monongahela on the berth at this port for Wellington and Sydney, November 1st loading and will be dispatched shortly after that date.

The Norway-Pacific Line Motorship George Washington, will load cargo here next month for Copenhagen, Bergen and Christiania.

The next sailing from this port for Guam direct, in the Pacific Island Line will be the Schooner Tagua.

Matson Navigation Company will have their Motorship Annie Johnson sailing from San Francisco on November 1st for Mahukona and Hilo, Hawaiian Islands.

The Johnson Line Motorship San Francisco, for which W. R. Grace & Co. are agents, will leave here on November 3rd for Scandinavian ports.

The Steamer Osaqumsick, under operation of the Pacific S. S. Co., will proceed to Seattle to finish loading last of this month, enroute to Vladivostok.

J. D. Spreckels & Bros. Co., agents for the Java-Pacific Line of Dutch steamers, announce two sailings from this port during November for ports in Java. The Arakan will leave on November 20th and the Soerakarta on the 30th.

The large steel Steamers Eastern Tempest, Eastern Gale, and Eastern Sword, nearing completion at the Uraga Shipbuilding plant, Japan, will leave there shortly for San Francisco, to be delivered to the U. S. Shipping Board.

The sixty-six hundred deadweight steel Steamer Eastern Breeze, built for the U. S. Shipping Board at Uraga, Japan, is completed and sailed for San Francisco on October 18th from Kobe, consigned to E. C. Evans & Sons.

Steamer Thos. Rolph will be launched shortly from the Rolph Shipyard on Humboldt Bay, after which the freighter will be brought to this city to have engines installed.

Steamer Newport, arriving here from Central American and Mexican ports, brought 228 packages treasure valued at $274,918.51.

The Barkentine Thrasher has been sold by H. J. Knowles to Olaf Swenson, and the Motorship Else by A. O. Anderson & Co. to Scott Shipping of New York.

The following fixtures have been made for lumber cargoes from Pacific Coast ports for Australia. Motorship Balcatta, Puget Sound to Melbourne by Comyn, Mackall & Co., Schooner Erie, Eureka to Sydney, Melbourne or Adelaide same charters, and Barkentine Hawaii Puget Sound to Sydney by Hind, Rolph & Co.

The Marine Department was advised of the sailing from New York on October 21st of the Steamer Mount Vernon for San Francisco. She will be assigned to transport service out of this port. Vessel was ex-German Steamer Kronprinzessin Cecilie and is 18,372 gross tons, with length 685.4, breadth 72.2, and depth 40.5.

The Shipping Board Steamer West Aleta will load a full cargo of coal at Norfolk for the U. S. Navy, to be discharged at San Diego.

The Steamer Hugoton left Calcutta the early part of this month for San Francisco, consigned to the Standard Oil Co.

The East Asiatic Company's Motorship Siam left Copenhagen on the 18th of this month for this port to go on berth for return to Scandinavian ports, leaving out during month of November.

FOREIGN TRADE BREVITIES

Mr. Thomas Sammons, American Consul-General of Shanghai, has been promoted to Consul-General at Melbourne, and is expected to leave for his new post about November 1st. In this connection it is reported that the Consulate-General at Sydney is to be removed to Melbourne. Mr. Edwin Cunningham, formerly Consul-General of Hankow, will relieve Mr. Sammons at Shanghai.

The importation of petroleum under government supervision and control is now permitted in Siberia. To meet the difficulty of transportation the Siberian Government will assist. Inquiries concerning petroleum importation should be addressed to the Ministry of Commerce and Industry at Omsk.

On October 17th, Secretary Redfield in discussing the disadvantage of carrying on trade with countries suffering from fallen exchange, stated that it is up to America to reorganize a credit institution of much greater magnitude than anything hitherto conceived. He said this institution should have the support of bankers, manufacturers, farmers and merchants, and that the enterprise would be far too big for any one class to handle.

A second bonded warehouse for the use of importers and exporters engaged in South American trade has been contracted for and will soon be built at Colon, Panama.

An export tax of 15 per cent has been imposed on hides and skins in British India, effective September 11th. Shipments on forward shipping contracts entered into prior to this date are exempt.

Information of interest and importance to Americans interested in trade with India, prepared by a British resident of that country is quoted in Commerce Reports No. 244 of October 17th. The article deals with the peculiarities in packing, trade marks, terms and advertising in the Indian market. Copies of this Commerce Reports may be obtained from the Bureau of Foreign and Domestic Commerce or may be consulted in the files of the Foreign Trade Department, Chamber of Commerce.

An American Chamber of Commerce has been formed in Sao Paulo, Brazil. W. G. Stevens has been appointed President, and S. W. Harris, Secretary.

It is reported that Japanese whaling firms are making an effort to substitute whale meat for beef, both in foreign and in domestic trade. The five largest whaling companies in Japan report a catch of nineteen hundred whales for last year.

The foreign trade of Australia, according to the reports for the past year, was over one billion dollars, thus establishing a new record. The balance of trade in favor of the Commonwealth was sixty-seven million dollars.

The scarcity of fur has caused a boom in the Australian rabbit industry. Trappers are receiving 38 cents a pair for skins.

BUSINESS WITH MEXICO REQUIRES INTELLIGENT ATTENTION

Americans Must Adapt Themselves to Customers' Needs

An American business man in Mexico, discouraged over the shiftless, careless or indifferent way in which many American merchants attempt to do business in foreign countries, has written to the Foreign Trade Department of the San Francisco Chamber of Commerce a letter which forms in itself a pretty good American text book on how to gain and hold foreign trade.

This complaining American is H. H. Miller, proprietor of the Miller Brass Foundry of Torreon, Mexico. He was invited to attend the great National Foreign Trade Council which will convene in San Francisco next May.

In replying to this invitation, Miller set down in writing the following severe indictment of American business methods in relation to foreign trade:

"I would like to suggest a few things that American firms who expect to do an export business should learn and do.

"The first and most important of all is to put competent men in their shipping and billing departments who will follow the shipping instructions given by the purchaser.

"This is something the majority of American firms absolutely refuse to do. It causes delays in the shipments, extra costs to the purchaser and dissatisfaction in general.

"Shipments to foregin countries go through custom houses at the port of entry and each country has its rules and regulations which must be complied with.

"Generally the shipments are consigned to a customs broker designated by the foreign purchaser and this broker must be supplied with certain shipping documents such as copy or original of bill of lading, copy of invoice, packing list, etc.

"Export houses in Europe keep all this information and data on file and even if specific instructions are not given with the order they make the shipment and papers correctly so that there is little or no trouble at this end of the line when the goods arrive.

"When we send orders to the U. S. A. we write all the instructions clearly and in detail with each individual order and try to emphasize the fact that it is necessary for them to be carried out. We then write our customs broker advising that the order has been placed and ask him to look out for it. This would not be at all necessary if we could be sure the shipper would carry out the instructions already given him. Then, as a rule, the man who receives it either does not read our instructions or thinks they are a bunch of foolishness from some "nut" who does not know what he wants and ships according to his own notions. Our broker is on the look-out and gets the goods across somehow. Maybe he wires for documents that are short, maybe he guesses at them or maybe he gives a tip to a friendly customs house employee and charges it to our account, all of which could have been avoided if the shipper had done as we instructed him to do and not what he considered as all that was needed.

"Of course there are a number of American exporters who know the custom house requirements and who make shipments and documents correctly but they are the exception rather than the rule.

"A great many do not want to learn.

"They think the American style of doing business is the only way and the people who want to trade with us must come to it. This is something they must get out of their heads if they really want to get in the push and compete with Europe for the Latin-American trade.

"Another kick against shipments from the States is the packing. Most houses pack for export the same as for domestic shipment. They do not take into consideration the longer haul, the number of transfers or the fact that the packages are to be opened at the border for customs inspection. More goods from the U. S. A. are lost or broken because of poor packing than from any other country in the world.

"Another thing that hurts the U. S. trade in Latin-America is the custom of substituting.

"This may work alright in the States but not here.

"If a Mexican peon has been using a "John Brown" plow with a red handle and likes it he will want another just like it. If you show him exactly the same plow with a green handle he will not buy it. You must cater to his whim and paint his plow handle red if you want to sell him one.

"Last spring I spent two days on a Southern Pacific train from Los Angeles to Spofford Junction with a wealthy ranchman and business man from Chili. He told me they had the same troubles there with shipments from the States as we have in Mexico.

"He cited an instance of a large dealer having paid in advance for an order of a certain brand of goods and received another kind for which there was no demand in Chili. He said that Chili is comparatively small and that this deal was known to all the large buyers in the country. As a result that particular American firm will not do any more business there and others are viewed with more or less distrust.

"Is there no way to beat it into the head of the man who expects to do a business with Latin-America that this does not pay.

"And still another thing—answering letters and acknowledging receipt of orders.

"The average Mexican business man will write a polite acknowledgment of even a circular letter so when he sends an order or writes a business letter expects an answer even though from an American business man's point of view an answer may not be really necessary.

"Aside from a question of courtesy this is important in Mexico for another reason. For several years past, owing to various kinds of disturbances and poor railroad service the mails have not been very reliable and you cannot be sure that a letter has reached its destination just because you know it was properly addressed and put in the mail box as you can in the States. Here we never feel real sure that a letter, check or order has been received till we get an answer of some kind.

"Today the agent for an American camera company showed me a letter from them, dated October 6th, replying to this letter of September 1st. They certainly would not keep one of their U. S. agents waiting that long for an answer to a letter but seem to think any old time is good enough to write to Mexico.

"Today I was in the office of the manager of the Water Works Company. He showed me a copy of an order to the the manufacturers of the..... pump for repairs, date September 3rd, to which he had not received a reply of any kind. He is wondering if they received his order and if they are going to attend to it or if he shall order us to manufacture the pieces he needs here.

"His letter was written in Spanish. Maybe they have no one in their office who can read Spanish and do not think it worth while to have it translated.

"Write a letter to any European business house, in any language, and you will receive an answer promptly in the same language.

"The Germans have just sold a large German-make gas engine to the above mentioned water works company, and I understand have contracted for three more recently in this same district.

(Continued on page 388)

SAN FRANCISCO DISTRICT FREIGHT TRAFFIC COMMITTEE—DOCKETS

Docket 1757—Label holders (sheet metal), carload, from Jamestown, N. Y., to California points. Cancelled.

Docket 2651—(Hearing 3 P. M., November 3rd)—Paddy riec, carloads. Proposal to reduce rate, Artois, Cal., to San Francisco, from 33 cents to 25½ cents per 100 lbs.

Docket 2652—(Hearing 3:15 P. M., November 3rd)—Petroleum coke, carloads. Proposal to establish rate of 46½ cents per 100 lbs. in lieu of present combination rates over Cheyenne, from Casper, Wyoming, to California.

Docket 1886—Locomotives and tenders on own wheels, locomotives and motor cars, between points in California. Cancelled.

Docket 2654—(Hearing 10 A. M., November 4th)—Coffee, green, in bags, carloads, minimum weight 40,000 lbs. Proposal to reduce rate from Mazatlan, Sinaloa, Mexico, to San Francisco via Nogales, Ariz., to $1.00 per 100 lbs.

Docket 2656—(Hearing 10:30 A. M., November 4th)—Syrups, flavoring and fruits, crushed or whole, carloads. Proposal to reduce rates from California terminals and intermediates to Eastern points, to $1.37½ per 100 lbs., minimum 30,000 lbs.

Docket 2657—(Hearing 10:45 A. M., November 4th)—Corn oil (crude) carload. Proposal to amend T. C. F. B. Tariff 1-R to permit refining in transit at Chicago, of corn oil (crude) originating at Eastern points when destined to rate basis 1 and 3 points.

Docket 2658—(Hearing 11 A. M., November 4th)—Filtering cloth in bales or boxes, L. C. L. Proposal to reduce rate from San Francisco and other California points to Ajo, Ariz., to $2.00 per 100 lbs.

Docket 2662—(Hearing 2.45 P. M., November 4th)—Spraying compounds and tree or plant wash, in tank cars, carloads. Proposal to extend Class E rating to apply on spraying compounds, etc., when in tank cars, carloads. Tariff item at present provides only for articles in question when in packages.

Docket 2664—(Hearing 3:15 P. M., November 4th)—Oils, petroleum, and petroleum products, carloads, from San Francisco to Lime Spur, Cal. Proposal to establish same rates to Lime Spur as are in effect to Sonora, Cal., in lieu of the present rates, which are the same rates concurrently in effect to Jamestown, Cal.

Docket 2665—(Hearing 10 A. M., November 5th)—Crystallized orange and lemon peel. Proposal that Item 655 of T. C. F. B. Tariff 3-N, which names rates on dried fruits from California producing points to Groups A to J inclusive, be extended to include crystallized orange and lemon peel.

Docket 2666—(Hearing 10:15 A. M., November 5th)—Cotton fabric for pneumatic tires, less carload. Proposal to reduce rates from Groups A to J inclusive to Rate Basis 1 and 3 points.

Docket 2667—(Hearing 10:30 A. M., November 5th)—Minute gelatine, less carload. Proposal to reduce rate, Orange, Mass., to Pacific Coast, from $4 to $3 per 100 lbs.

Docket 2668—(Hearing 10:45 A. M., November 5th)—Raisin seed cake and raisin seed meal (kaolung), carloads. Proposal to reduce rates from Rate Basis 1 points to Groups D to J inclusive.

Docket 2669—(Hearing 11 A. M., November 5th)—Churns, hand, carload. Proposal to reduce rate, Groups A to J inclusive to Rate Basis 1 and 3 points, from $3.06 to $1.69 per 100 lbs., minimum 22,000 lbs.

Docket 2672—(Hearing 2 P. M., November 5th)—Sulphur (brimstone), carloads. Proposal to reduce rate, San Francisco to San Diego, from 34½ cents to 31 cents per 100 lbs., minimum 40,000 lbs.

Docket 2673—(Hearing 2:15 P. M., November 5th)—Fresh fruit, carloads. Proposal to reduce rate, Concord and Mienert, Cal., to San Francisco, from 17½ cents to 8 cents and 9½ cents respectively.

Docket 2675—(Hearing 2:45 P. M., November 5th)—Soapstone, carloads. Proposal to reduce rate, Gibson, Cal., to San Francisco, from 30 cents to 25 cents per 100 lbs., minimum 60,000 lbs.

Docket 2679—(Hearing 3:45 P. M., November 3rd)—Trisodium phosphate in bags, barrels, or boxes, carloads, minimum weight 60,000 lbs. Proposal to reduce rate, San Francisco to Los Angeles, from 47 cents to 34½ per 100 lbs.

Docket 2591—Oils, petroleum in tank cars, between points designated in T. C. F. B. Tariffs 1-Q and 3-N. Cancelled.

Docket 2527—Soap and articles taking same rates, from San Francisco to Canancea, Mexico. Cancelled.

Docket 2681—(Hearing 11 A. M., November 6th)—Soda, caustic, etc., carloads. Proposal to reduce rates from San Francisco to Ogden, Salt Lake City, and Group 5 points designated in P. F. T. B. Tariff 51-A.

Docket 2683—(Hearing 2:15 P. M., November 6th)—Advertising matter, printed or lithographed, carloads. Proposal to reduce rates from Rate Basis 1 and 2 points to Groups A to J inclusive.

INTERSTATE COMMERCE REGULATION

A development of great importance to Pacific Coast Shippers in their long sustained fight on inter-mountain freight rates was disclosed last week in a telegram from Washington received by Attorney Seth Mann, Traffic Director of the San Francisco Chamber of Commerce.

It is indicated in this telegram that the Senate Committee is expected soon to report favorably upon an amendment to the act to regulate interstate commerce.

This amendment which bears directly upon Pacific Coast interests reads as follows:

"Amend the first provision in Section 4 so that it will read 'Provided, however, that upon application to the Interstate Commerce Commission such common carrier may in special cases after investigation be authorized by the Commission to charge less for longer than for shorter distances for the transportation of passengers or property and the Commission may from time to time prescribe the extent to which such designated common carrier may be relieved from the operation of this section, but in exercising the authority conferred upon it in this proviso the Commission shall not permit the establishment of any charge to or from the more distant point that is not fairly compensatory for the service performed, and if circuitous rail line or route is, because of such circuity, granted authority to meet the charges of a more direct line or route to or from competitive points and to maintain high charges of a more direct line or route to or from intermediate points on its line the authority shall not include intermediate points as to which the haul of the petitioning line or route is not longer than that of the direct line or route between the competitive points and no such authorization shall be granted on account of merely potential water competition not actually in existence'."

HEARING IN SASH AND DOOR CASE

The Traffic Bureau is advised by the Interstate Commerce Commission that a hearing will be held before an examiner of that body at the Congress Hotel, Chicago, Ill., November 8, 1919, in the matter of Docket 6490, Anson, Gilkey & Hurd Company et al. vs. Southern Pacific Company, et al.

This is the case in which sash and door manufacturers in the Central West are protesting against the application of lumber rates to sash and doors when moving from Pacific Coast territory to Eastern defined territory.

PLACEMENT BUREAU

DISCHARGED SOLDIERS AND SAILORS

311. Young settled man desires position as salesman, secretary or office assistant. Experienced in all three. Only nominal salary expected to begin.

312. Discharged First Lieut. Heavy Artillery, desires position with export and import house or oil company. Speaks English, Swedish, French and German, and knows conditions in respective countries from travels. Willing to start at the bottom. College degree A. B.

313. An officer of 20 years experience in U. S. Army commissary and quartermaster departments, desires connection with large firm where his knowledge of feeding and handling large number of men would be valuable.

314. Young man, 26 years of age, 8 years general office experience in accounting department of two large corporations, wants position along auditing and accounting lines.

315. Discharged, ready for action. Nine years general business experience and working legal knowledge. Produced results before entering service; successfully handled big business responsibilities in Army. Desirous of connection where aggression and ability are required and working understanding of correspondence, selling and general office management is asset.

316. Insurance claims adjuster. Private secretary, salesman or general clerical. Married. Just out owing to strike.

317. Young man, age 23, desires position with import and export or shipping firm.

318. Lawyer, released Naval officer, Midshipman at Naval Academy, graduate Cornell University and State University of Iowa, fifteen years active practice in Iowa, Colorado and Federal Courts, experience in brief writing, good working library, married, health of family requires location on Coast. Desires position in law office, will work for moderate salary or purchase interest, or in legal department of firm or corporation. Best of references.

319. Clerk, typist, four years experience, high school graduate desires temporary or permanent position, any line.

320. Ex-service man, married, wishes position with importing and exporting or brokerage firm. References furnished.

GENERAL APPLICATIONS

1499. Import man desires connection with responsible import or brokerage firm in capacity of outside broker or manager of import department. Thoroughly capable and can submit first-class local credentials. Salary and brokerage basis.

1500. Business man, age 39, recently general manager local manufacturing concern, would accept position as business or sales manager or executive position.

The Chamber is in touch with a young man, 17 years of age, recently arrived from Harbin, where he completed a course in bookkeeping, desires a position as a clerk, speaks Russian, understands German and speaks English fairly well.

SPECIAL NOTICE

Well recommended business man desires to purchase an interest in not too large a manufacturing or jobbing business with services included.

GOVERNMENT BIDS

Bids will be opened at Zone General Supply Depot at Fort Mason on November 6th for paint brushes, tallow, flags, bunting, and 340 pairs insignia of rank for shoulder loop and shirt collars; on November 5th for bacon, lard, pickled mackerel; on November 11th for 1,200 tons double compressed hay for overseas shipment.

Bids will be opened by Zone Supply Officer at Fort Mason on November 5th for fresh or fresh frozen turkey.

Bids will be opened by Zone Supply Officer at Fort Mason on November 4th, for 500,000 lbs. wheat flour; on November 3rd for groceries, spices, canned and dried fruits and vegetables, cereals, bacon, ham, lard, canned fish and soups, chewing gum, cigarette papers, toilet water, toothpaste, toothpowder and witch hazel.

Details and specifications are on file in the Exchange Hall of the Chamber of Commerce.

GOVERNMENT PROPOSALS

Proposals will be opened by Depot Quartermaster, U. S. Marine Corps, 36 Annie Street, San Francisco, on November 10th for the sale of Government-owned smoking and chewing tobacco.

Proposals will be received by Zone Supply Officer, Surplus Property Division, Fort Mason, for the sale of Government-owned duck, outing flannel, drilling, bobinette, linings, etc.

WAREHOUSE SPACE WANTED

Warehouse space wanted in a three story building about 200x200 feet with spur track facilities.

Warehouse space wanted in building with about ten thousand square feet floor area either one or two stories with spur track facilities.

Submit propositions to Industrial Department Chamber of Commerce.

ABSORPTION OF STATE BELT SWITCHING CHARGES

Traffic Manager Sweat of the Board of State Harbor Commissioners has turned over to the Traffic Bureau copy of a telegram received from the Director of Public Service. This message reads as follows:

"Freight rate authority number 15280 issued October 11th provides for removal of existing discrimination as to absorption of State Belt Railroad switching charges by extending existing practice to the wharves. Northwestern Pacific situation not included for reason that situation of that railroad is entirely different from others. San Francisco Committee's recommendation as to $10 minimum revenue followed in accordance with practice generally existing elsewhere."

The action of the Administration marks the close of a long fight which San Francisco interests, including the Chamber of Commerce, have made toward having charges for switching on the wharves absorbed and the revenue minimum reduced. These interests will continue to be active in pressing the matter of having the Northwestern Pacific included in the roads that absorb the foregoing charges.

(Continued from page 386)

"The European houses have their men here on the job, are going after the business and getting some of it. The Americans are taking some of the orders that are forced on them and making deliveries when they are good and ready.

"I am an American 'clear through' and it worries me to see other foreigners getting ahead of us here. I trust the National Foreign Trade Council will be successful in building up a flourishing trade with Latin-America and especially with Mexico."

Some of the principal complaints contained in Miller's letter are now engaging the active attention of the Foreign Trade Committee of the San Francisco Chamber of Commerce. It is the purpose of this Committee to establish a sort of school at which San Francisco exporting firms would be taught how best to pack and ship their foreign order goods, in order to give a minimum of damage to the shipments enroute and a minimum of delay in handling the goods and a maximum of satisfaction upon the part of the foreign buyers.

Knight-Counihan Printing Co.

SAN FRANCISCO
CHAMBER OF COMMERCE ACTIVITIES

Volume 6 | The Commercial, Financial, Industrial and Governmental Metropolis of the Pacific Coast | Number 45

Every Thursday ——November 6, 1919

Coastwise Shipping Would Suffer Under Interstate Commerce Jurisdiction

Hundreds of San Francisco shippers aroused by an appeal by the Pacific-American Steamship Association, supported by the San Francisco Chamber of Commerce, are addressing Congressmen of California, as well as members of the Interstate and Foreign Committee of the House, in the hope of bringing about the defeat of that portion of the Esch-Pomerene Bill which would extend the jurisdiction of the Interstate Commerce Commission over coast-wise shipping.

The House Committee voted last Monday to strike out the offending portion of its bill, but Representative Esch is expected to bring the matter up again and fight for a reversal of the Committee's action.

In the view of the Chamber of Commerce, local shippers and ship owners, this provision of the Bill if enacted into law, will result in the virtual destruction of all coast-wise shipping enterprise.

It is being urged upon the Congressmen by letter and telegram, that to subject coast-wise shipping to the delaying and hindering rules and procedure of the Interstate Commerce Commission would so slow up and handicap the operation of coast-wise ships, and give such a vast advantage to free-lance tramp steamers that the owners of regular line vessels could have no hope of successfully competing in the coast-wise trade.

Among the salient points that are being urged by local shippers and shipping interests against the proposed extension of the jurisdiction of the Interstate Commerce Commission are the following:

1. The Act to regulate commerce should not be extended to apply to water carriers and so place them under the control of the Interstate Commerce Commission which would subject them to fixed rates, because traffic conditions on the water often change.

2. If freight rates become attractive in a given trade, new competition almost invariably arises. The common carrier subject to a filed tariff would be helpless to meet such competition pending a hearing before the Commission which might take months, during which a valuable business would be lost.

3. The tramp steamer to which this Act does not extend, can cut the rates and take the cream of the business. Under such conditions a regular line might well be forced to withdraw its service.

4. Regular service is expensive to maintain. The freight flow is seasonable, being heavy during some seasons and light at other times.

5. Rates must be flexible, in order to shut off business during the rush season, if efficient service is to be maintained. Rates must be lower during the dull season in order to attract shipments, so that ships may be filled. A ship to be economically operated must sail substantially loaded. Any empty space is a dead loss, while a railroad can adjust the space required for freight by adding or leaving off cars.

6. High freights attract competition. Conditions affecting the water carrier change so rapidly that unless such a carrier is free to meet conditions as they arise, it must of necessity, withdraw from business.

7. If the Esch-Pomerene Bill as it affects water carriers is passed, they would be so hampered as to be destroyed as real competitors of the railroad. It is a recognized fact that we should have efficient water transportation, as well as rail transportation. Rail and water competition will improve each service. The Government is bending every effort to develop a merchant marine, yet this bill is being pressed which could scarcely be more adverse to coast-wise service.

8. The provisions of the Esch-Pomerene Bill which subject water carriers to the Act to regulate commerce deprive American shipping subject to it of the benefits of certain statutes, limiting liability which for more than three hundred years have been recognized as necessary in the courts of maritime nations of the world.

(Continued on next page)

(Continued from first page)

9. No piece of legislation yet proposed is so unfavorable to the development of the American merchant marine. It is in conflict with the efforts of Congress and the Shipping Board to dispose of the Merchant Fleet built by the Government to private enterprise. It will prevent private concerns from buying these ships.

10. Foreign Maritime nations foster their merchant marine. They offer it every encouragement, including substantial subsidies. The navigation laws of the United States are more unfavorable for the development of a merchant marine than those of any other nation. A policy of encouragement rather than discouragement should be adopted.

DUN'S REVIEW

There has been only one fall of rain this autumn, and the continued fine weather is delaying fall plowing, though excellent for late harvest work, and especially for rice reaping which is now in full swing, with a full crop, which is being sold at good prices, the harvest needing about two weeks more to finish. Practically all other harvesting is complete, though some late shipments of grapes are still going forward.

Practicaly all classes of wholesale merchandise continues in unabated demand, and while some wholesalers talk conservatively, the retail trade so far, seems to be in a spirit to absorb whatever is offered. Jobbers and manufacturers of shirts, underwear, neckties and suspenders, report sales running steadily ahead of any recent year, and in some instances have been able to get only partial deliveries from factories on orders placed far ahead. Up till the ship yards' strike, there was a remarkable demand for very high priced goods in these lines, but retailers in the sections dependent on the yards, say business has been badly back-set by the strike. Sales of semi-luxuries of all kinds are reported less than in recent months, though many dealers report business still quite good. The waterfront strike is still unsettled and importers are badly handicapped and many large shipments are lying on the docks awaiting loading.

The real estate market continues very active, sales for September having totalled $7,876,294, the largest single month since the fire of 1906. Bulk of the transactions were in improved downtown property, on which increasing rentals are a feature.

A Real Live Stock Show in San Francisco

NOW

At the CALIFORNIA BUILDING on the MARINA, EXPOSITION GROUNDS

Horse Show each night and two matinees

Livestock Show open every day

Until November eighth

EMPLOYMENT RELATION IN INDUSTRY OUTLINED

National Industrial Conference Board Publishes Employer's Statement

At the recent Industrial Conference, called by the President of the United States, in Washington, D. C., beginning October 6, 1919, the following delegates were present representing the National Industrial Conference Board:

Frederick P. Fish, of Boston; of Fish, Richardson & Neave, Chairman, National Industrial Conference Board;

John W. O'Leary, of Chicago; of Arthur J. O'Leary & Son Company; Member, National Industrial Conference Board;

Edwin Farnham Greene, of Boston; Treasurer, Pacific Mills;

S. Pemberton Hutchinson, of Philadelphia; President, Westmoreland Coal Co.;

Leonor F. Loree, of New York; President, Delaware & Hudson Co.

A declaration prepared under their direction was submitted as the statement of principles which should govern employment relation in industry from the standpoint of the Employer Group.

A number of copies of this statement have been received at the offices of the Chamber and will be distributed on request as far as the supply will permit.

REPORT OF MILITARY AFFAIRS COMMITTEE

Endorsement of Increased Pay for Army Officers Approved by Board

The Board of Directors of the Chamber at its meeting Tuesday approved the report of the Military Affairs Committee endorsing H. R. 9204, which provides a thirty per cent increase in pay for all officers, active and retired, of the army, navy, marine corps, coast guard and public health service and a fifty per cent increase in the pay of all enlisted men active and retired.

These increases, as set forth in the bill, would become effective from date of approval of the act; and retainer pay of members of the naval reserve force and marine corps reserve would be computed on pay as increased thereby.

In connection with its report, the Military Affairs Committee draws attention to the testimony before the House Military Affairs Committee in Congress of Colonel Munson which sets forth that the War Department is paying its civilian bricklayers $1.03 per day more than a first lieutenant in the Medical Corps receives and that this department also pays stevedores employed at New York, now striking for higher wages, practically the same as the Government pays a major in the army.

CONSERVATION OF SEQUOIAS ENDORSED

The California Club of San Francisco recently adopted resolutions setting forth the immediate necessity of preserving suitable acreage of the species of Sequoias, sempervirens, to prevent their extinction. It is stated that all Californians are deeply interested in preserving the natural wonders of the state, and that these trees, which are found in the famous redwood area extending through the Counties of Marin, Sonoma, Humboldt and Del Norte exist in no other part of the world.

The California Club further goes on record as favoring a movement to secure a tract of redwoods in the South Fork Basin of Humboldt County as a National Park and recommends state action in endeavoring to secure such a park.

FOREIGN TRADE BREVITIES

The Foreign Trade Department has received copies of maps showing the transcontinental railway lines in Siberia and the location of the United Credit Unions and its credit associations in that country. Members desiring copies of this map may obtain them from the Foreign Trade Department.

The Federation of British Industries in its bulletin of October 13th, points out the big strides taken by America and Japan in developing trade with New Zealand, and urges greater cooperation between England and the Commonwealth. In the last three years America's trade has increased threefold, while Japan's is four times greater.

Heavy speculation in Mexican dollars is reported from Mexico. Foreign buyers are securing all the money they can to be melted into silver bars for export.

Following the report that the Kolchak Government has negotiated a loan of forty million dollars through an Anglo-American syndicate, comes a statement that twenty-five million have been secured from Japan at seven per cent with security of gold bullion deposited in Japan. It is stated that the Kolchak Government wishes to borrow three hundred million additional for the prosecution of the war on the Bolsheviks.

A gentleman representing Australian trade interests, now in San Francisco, has asked the Foreign Trade Department to collect data which will be useful in the promotion of closer trade relationship between San Francisco and Australia. Members interested in buying from the Australian market or selling are requested to send suggestions to the Foreign Trade Department.

No restrictions exist nor are there any unusual formalities of procedure in the exportation of American goods to Germany. This is also true concerning importation from Germany with the exception of dyes, dye-stuffs and chemicals, according to official reports from Washington. Passports, however, are issued only to Holland. It is unofficially stated that American representatives are going into Germany by securing permission from the military authorities. They, however, go into enemy territory at their own risk. When the treaty is formally ratified it is expected that new regulations will be drafted.

The Bureau of Foreign and Domestic Commerce calls attention to the necessity of making export declarations to Uruguay absolutely correct. The laws of Uruguay provide for confiscation of the excess or a fifty per cent surtax on duties. If the cargo is less than the declaration the importer is required to pay full duty on the amount declared.

Commerce Reports No. 251 of October 25th, report a promising field for the sale of electrical goods in the Argentine, Brazil and Uruguay. The use of electricity is widespread in all these countries.

The National Association of Manufacturers, 30 Church Street, New York, has issued a valuable booklet entitled, "An Export Order and Allied Topics." This pamphlet covers the handling of documents, etc. in connection with export business. Copies may be obtained by letter to the publishers, or members may examine same at the Foreign Trade Department of the Chamber of Commerce.

"FRISCO TO THE FORE"

The following article, as well as the title above, is reproduced verbatim from the Seattle Daily Bulletin, of recent date.

That San Francisco is entitled to the slogan, "We never overlook an opportunity to increase our trade," becomes a greater truism with the passing of time.

Undaunted by the fact that Seattle's foreign trade is greater than her own she has gone blithely along, fully confident that eventually her efforts to increase her overseas commerce would be rewarded in placing her as the chief port of the Pacific Coast.

Her Chamber of Commerce, not content with the representation California has in Washington through its Senators and Congressmen, has for a number of years maintained a lobby at the national capital and that it has accomplished big things for San Francisco, even the Seattle Chamber of Commerce must admit as our importers, exporters and shipping interests do enthusiastically. Yes, enthusiastically, for the fair-minded are always ready to admit achievement and accept it in a spirit in keeping with notable accomplishment.

San Francisco has its representative on the U. S. Shipping Board and Seattle is familiar with what Mr. Rosseter has done for his home town. It has a commission in Siberia which succeeded in having the headquarters for the Russian-American committee of the Far East established in San Francisco, regardless of the fact that Seattle is practically three days nearer Vladivostok than the California City. Through this office, San Francisco, in a day has become the clearing house for trade information on Siberia, the country Seattle expects will some day become one of its chief traders. With the handicap of distance over this city, San Francisco became the chief port for the forwarding of troops and supplies to the scenes of government military operations in Russia. Likewise the San Francisco Chamber of Commerce has become the clearing house for trade information of the Philippines and succeeded in inducing the island government to open headquarters there to stimulate commerce. Likewise, operating on the principle that where it could overcome Seattle's advantage of nearness to Siberia it could do so in trade with China and Japan it has a commission in the Far East which is doing much to stimulate trade between Asia and California. Yesterday's despatches record the fact that the San Francisco Chamber has urged the American Chamber of Commerce in Mexico City, Rio de Janiero, Valparaiso, Hongkong, Yokohama, Kobe and other points to form themselves into a central body for the expansion of American trade. An excellent suggestion. And San Francisco adds that it would cooperate in making the foreign trade department of the San Francisco Chamber of Commerce a clearing house for information from all foreign chambers.

San Francisco previous to the calling of the last convention of the National Foreign Trade Association in the east conducted a campaign among the business men to send representatives there and secure the 1920 convention for that city. It was an energetic campaign with the result that of all the cities in the nation it had the largest representation and landed the next convention with little opposition. San Francisco had over sixty representatives in attendance—Seattle less than a dozen.

San Francisco Chamber of Commerce Activities

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For What You Want to Know —— Call KEARNY 112

SEATTLE BACKS FOREIGN TRADE CONVENTION FOR SAN FRANCISCO

The Seattle Chamber of Commerce and Commercial Club is joining energetically with San Francisco and other Pacific Coast cities to make the coming Seventh National Foreign Trade Convention next May at San Francisco a success.

The Seattle Chamber of Commerce is distributing tens of thousands of pamphlets headed, "Come West! Seattle Backs San Francisco's Invitation for 1920 Convention."

To further show the good spirit of Seattle in cooperating with San Francisco for the convention, there is reproduced in the circular the letter written by A. J. Rhodes, President of the Seattle Chamber of Commerce to Mr. James A. Farrell, Chairman of the National Foreign Trade Council. Mr. Rhodes' letter, urging San Francisco as the convention city and pledging cooperation, is as follows:

April 8, 1919.

"Mr. James A. Farrell, Chairman,
National Foreign Trade Council.

Sir:

On behalf of the Seattle Chamber of Commerce and Commercial Club, I have the honor to join in inviting and urging the National Foreign Trade Council to select the city of San Francisco for its convention in 1920.

With the growing importance of Pacific commerce and the foreign trade of the United States finding its gateway on the West coast, we regard it not only as desirable but important, from a national standpoint, to bring this great conference to the western seaboard. ....The reputation of San Francisco for hospitality and businesslike management of conventions is sufficient to insure the council of a pleasant as well as a profitable session in that city.

Seattle, with other Pacific Coast cities, trusts that the conference will come west, and that it will have the opportunity to share in playing the host by enjoying a visit from the delegates east of the Rocky Mountains, either in going to or coming from the convention.

Yours very truly,

SEATTLE CHAMBER OF COMMERCE
AND COMMERCIAL CLUB.

A. J. Rhodes, President.

Gordon C. Corbaley, Secretary."

GOOD ROADS MEETING IN RENO

The Chamber is just in receipt of information that a big Good Roads Meeting will be held in Reno, Nevada, on November 15th. Many delegates are expected to go from San Francisco and the Chamber will probably be represented by members of its Highways Committee.

It is expected to work out some plan whereby aid can be extended to the interior states adjoining California, with particular reference to Nevada, the population of which is so small and the distances so great as to prevent proper development within the state.

FOREIGN TRADE OPPORTUNITIES

3383. Athens, Greece. Firm in Athens wishes to be put in touch with exporters and manufacturers of chemicals, boots and shoes, leathers, foodstuffs, etc.

3384. Venice, Italy. Manufacturers of Venetian glass mosaic, glass enamels in every color and gold tessarae, desires to get in touch with firms interested in their line.

3385. Leipzig, Germany. Party desires to act as representative, selling or buying agent for any firm wishing representation in Germany.

3386. Lyons, France. Manufacturers' agent in Lyons, desires to be put in touch with exporters and manufacturers of novelties, men's furnishings, ready-made clothing, etc., for the purpose of representing them in France.

3387. Mazamet, (Tarn) France. Party would like to get in touch with San Francisco firms desiring representation in France. Also willing to furnish articles of French manufacture to these firms.

3388. Mazamet, Germany. Party would like to get in touch with exporters of food products, who desire to establish business connections with Germany.

3389. San Francisco. Party in Adelaide, Australia, desires to communicate with American firms handling biscuits, confectionery, etc., wishing to be represented in Australia.

3390. London, England. Established firm in London is desirous of getting in touch with exporters of canned goods.

3391. Nagercoil, S. India. Exporters of fibre, mats and matting, hides and skins, oil-seeds and cakes, bones, timber, tea and pepper, desires to get in touch with interested importers, also with manufacturers of piece goods, stationery, hardware, metal ware, cement, soaps and candles.

3392. Osaka, Japan. Japanese firm desires to get in touch with exporters of "Guatemala Indigo."

3393. Tokyo, Japan. Firm desires to get in touch with chemical dealers in this city.

3394. Auckland, New Zealand. Exporters of New Zealand honey and other food products, desires to establish connections with firms in this city.

3395. New Orleans, La. Party leaving shortly for Germany solicits the agency for firms desiring representation in that country; especially interested in food products. Solicit offerings either C. I. F. Hamburg or F. O. B. New York.

3396. Triebel, Germany. Export and import agent would like to represent American manufacturers desiring to establish business connections in Germany.

GOOD ATTENDANCE REPORTED AT SWISS FUR FAIR

The Consul of Switzerland has reported to the Chamber that the recent Fur Fair held at Lucerne, Switzerland, was attended by great numbers of purchasers and sellers from many different countries. The exhibition of goods included many new varieties such as Chinese goat, Chinese racoon, Tibetcross, South American otter, chinchilla rats, zorrinos and others. Buying is stated to have been brisk, but that transactions were somewhat prejudiced by the low standing of the foreign rate of exchange and as a consequence much option business was done.

The Consulate of Switzerland advise that it will furnish full details as to prices and conditions of the fur fair above mentioned to interested parties.

"IN UNITY THERE IS STRENGTH"

That was the sustained note of the Pacific Coast ship allocation conference which concluded on October 30th, an important two-day meeting in the rooms of the San Francisco Chamber of Commerce.

Out of this conference six of the principal Pacific Coast ports, Seattle, Los Angeles, Portland, San Diego, Tacoma and San Francisco have emerged with a well defined Pacific Coast program to be urged before the United States Shipping Board in a great joint effort to secure for the Pacific Coast a proper recognition in the matter of the distribution of merchant vessels by the Shipping Board.

For the first time in their history the shipping interests of the various Pacific Coast cities stand united in a common cause.

Under the program outlined at this San Francisco conference the six cities participating, through their chambers of commerce, are now tied together in the single task of confronting the Shipping Board with an unanswerable case for more ships.

Conference convinced of necessity of United Action

The very first thing that developed when the San Francisco conference convened its initial session was the fact that the delegates from the various cities had left their local aspirations under lock and key before coming to San Francisco—and throughout the conference there was not a single departure from the well formed determination of the delegates to tackle the problem of more ships as a Pacific Coast problem, and to leave to the future the struggle for proportionate local recognition of the distribution of ships which may be assigned to the Pacific Coast, in response to the Pacific showing that will be made before the Shipping Board.

Robert Newton Lynch, Vice-President and Manager of the San Francisco Chamber of Commerce, sounded the keynote of the conference in his welcoming speech to the delegates from Seattle, Los Angeles, Tacoma, San Diego and Portland. He said that the very fact that the various Pacific Coast cities had joined in the conference was sufficient proof that all the cities felt convinced that they could not make any headway at Washington by acting as individual communities, and that they recognized that only the most forceful and aggressive sort of united Pacific Coast action would serve to protect Pacific Coast interests at Washington, and to safeguard Pacific Coast shipping against Atlantic and foreign competition.

The conference was business-like and thorough and the delegates succeeded in a comparatively short time in formulating a definite program of action, which if carried out to the full, will result in securing for Pacific Coast shipping interests before the United States Shipping Board, a position much better and stronger than the one now occupied.

Meeting Requested with Shipping Board

It was definitely determined that the strongest possible Pacific Coast delegation should carry the Pacific Coast ship case to Washington during the first days of December and the following telegram to the Shipping Board, advising the Board of the action of the conference and seeking a Pacific Coast hearing, was sent forward:

> "A two days conference with representatives from all principal Pacific Coast cities, San Francisco, Seattle, Los Angeles, Portland, San Diego and Tacoma, has just ended. This conference had under consideration ways and means of bringing to your attention the needs of Pacific Coast cities for additional ships and methods by which these cities could render you assistance in determining the number and type of vessels with particular reference to the present urgency of assigning passenger boats available and suitable to Pacific Ocean trade and the allocation of such other ships, the needs for which will be brought to your attention. Delegates are returning to respective cities with definite program for obtaining and collating such information as the conference believed might be of assistance to the Shipping Board in the solution of these questions. Arrangements made for representative delegation of business men to meet in Washington December first. Will you wire San Francisco Chamber of Commerce if December fourth or any other date after December second of that week would be satisfactory for the conference between this Pacific Coast delegation and your board.
> San Francisco Chamber of Commerce, Wallace M. Alexander.
>
> Seattle Chamber of Commerce and Commercial Club, C. J. France.
>
> Tacoma Chamber of Commerce and Commercial Club, J. H. Davis.
>
> Los Angeles Chamber of Commerce, Marius de Brabant.
> Portland Chamber of Commerce, W. B. D. Dodson.
> San Diego Chamber of Commerce, Rufus Choate."

Committee outlines policy to be pursued

During the first session of the conference which was presided over by Wallace M. Alexander of the San Francisco Chamber of Commerce, with C. J. France of the Seattle Chamber of Commerce, acting as Secretary, there was appointed a special committee on policy and organization.

This special committee reporting back to the conference at its second session submitted the following comprehensive plan of action, which was adopted by the conference:

> The undersigned Committee, on policy and organization, appointed by the conference of representatives from Pacific Coast cities on the subject of allocation of vessels by the Shipping Board to the Pacific Ocean submits the following:
>
> 1. That the Pacific Coast should deal as a unit in any efforts made to obtain vessels for the Pacific Ocean, such vessels to be allocated by the Shipping Board at a later date according to the trade requirements of the Pacific Ocean.
>
> 2. That the Shipping Board be urged to allocate both the combined passenger and freight boats and freight boats to and from those points where present trade demands and future trade prospects may justify.
> 3. That this conference recommend each Chamber of Commerce from the parts participating in the conference that a representative delegation of business men from the Pacific Coast go to Washington, D. C. and urge the foregoing program. That each Chamber select two representatives for this purpose and that the conference be held during the week of November 17, 1919.
> 4. That in case the conference should deem it advisable that there should be a permanent representation in Washington for the next three months that each commercial body have the privilege of selecting an individual representative for that purpose.
>
> Respectfully submitted,
>
> C. J. FRANCE, Representing the City of Seattle.
> PAUL SHOUP, Representing the City of San Francisco.
> MARIUS de BRABANT, Representing the City of Los Angeles.
> J. H. DAVIS, Representing the City of Tacoma.
> W. D. B. DODSON, Representing the City of Portland.
> RUFUS CHOATE, Representing the City of San Diego.

The discussion which followed the adoption of this report served to bring out the full life and purpose of the conference, and to show that the various Pacific Coast cities were as one upon the broad proposition of united action in this vital question of ship allocation.

At the conclusion of this discussion another special committee was appointed to formulate a uniform chart of in-

formation to be supplied to each of the participating chambers of commerce, to enable them upon their return to their various cities to compile the shipping data needed for the proper presentation of the Pacific Coast case before the United States Shipping Board.

The report brought back by this special committee was so comprehensive and clear and plain that it was considered that each of the cities would have but little trouble in complying fully with all of its demands.

Outline of methods proposed by Committee

For the purpose of indicating the character and scope of the shipping data that will be supplied by the various chambers of commerce, the report of the special committee is given here in full, as follows:

1. A map will be prepared by Leon G. Levy, of the San Francisco Chamber of Commerce, representing the conference, showing all existing steamship lines between Pacific ports of the United States and Canada and all ports in foreign countries. The American, Japanese and English-owned lines will be in different colors;—all other foreign-owned lines to be in a fourth color. Where lines handle both passenger and freight traffic they will be shown as a solid line and if freight only by a broken line.

Auxiliary lines connecting with these lines reaching Pacific ports will be shown in either a dotted line or a lighter line than the others.

Foreign ports between which and Pacific Coast United States ports there is no service and for which service is desired will have indicated such desired service by dash lines extending from such foreign ports without, however, designating the Pacific Coast terminal.

Attached to this map will be a statement showing all of the steamship lines engaged in foreign traffic at Pacific Coast ports, the statement including net tonnage of ships, whether freight exclusively or freight and passenger, frequency of sailings, and whether regular or irregular;—the tonnage of each class of ships to be totaled.

Each port will collate its own data and send a copy to Mr. Leon G. Levy, of the San Francisco Chamber of Commerce, who will aggregate same into one statement.

2. A second map will be prepared, data to be furnished through the same channels as for the first map, but which will show the service in the year 1913.

3. Independent of the central map showing the situation as a whole, each port will prepare a map showing just what service it now has and what it desires in the way of additional service, with such supplementary data as to the nature and tonnage of the ships desired as will be helpful.

4. Statistical data as to imports and exports will be prepared by each port, the commodities not to exceed thirty groups to be arranged in alphabetical order and to be shown annually for the fiscal years 1913 to 1918 inclusive, and for the six months period ending June 30, 1919.

These statistics will be sub-divided as to countries, ports of origin and destination and a second sub-division will be made as to that which is local to the port and that which is transcontinental in nature, it being understood the transcontinental business is that which is so classed by the railroads and generally accepted as east of the line drawn through El Paso, Albuquerque and Denver.

If possible United States traffic exported or imported via Pacific Ocean Canadian ports will be ascertained and put in statistical form as a separate statement.

Each port will take with it to Washington its data and the conference will arrange to have the figures aggregated into one statement for presentation to the Shipping Board.

Other statistics are to be expressed in measures and the values in money also shown.

5. Statistics of passenger traffic for the same use as for freight traffic showing destinations for ports of origin—these named alphabetically—will be prepared by each port. Divisions will be made as to the cabin and steerage passengers. This statement should also show number of ships engaged in service each of the years named.

These statistics will be aggregated in Washington in the same manner as the freight figures.

6. Each port will furnish for use at Washington a condensed statement of its own facilities for handling traffic.

7. A chart will be prepared by each port for the purpose of showing by what nationality foreign commerce is being handled. This chart should cover the fiscal years 1915, 1916, 1917, 1918 and the six months period ending June 30, 1919. It should show net tonnage of vessels cleared, the provisions furnished by Americans, Japanese and British and as a miscellaneous item all other nations.

Copies of these charts should be sent to Mr. Levy to be consolidated into one chart.

8. A statement of the trade between all Asiatic territory, including the Philippines and Australia on one hand and the United States on the other, 1913 to 1918 inclusive by years, will be prepared by the San Francisco Chamber of Commerce for the purpose of showing by comparison what proportion thereof passes through the Pacific ports, supplemented by argument showing how a larger proportion could be secured through American action.

In this connection each port will prepare a statement as to the traffic it believes can be secured through that port not at this time moving. This statement will be divided into—first;—new traffic that might be or will be created between the United States and foreign territories,—second;—the traffic now moving via Panama Canal or Suez Canal or Canadian ports which could be secured by that port.

A written argument should be prepared by each port in as condensed form as possible, dealing with the methods how this additional traffic could be secured, illustrating the general situation with its own home conditions and so far as possible dealing with specific commodities and ascertainable facts. These written arguments can be condensed into one at Washington and used by the spokesman for the delegates at the Shipping Board meeting. They should also be filed with the Shipping Board after each of them is made the subject of discussion in the conference. It is deemed desirable that so far as possible all expressions should be in harmony.

Action of local Chamber lauded

Before the adjournment of the conference visiting delegates voiced their appreciation of the action of the San Francisco Chamber of Commerce in initiating the conference of Pacific Coast shipping interests and thanked the San Francisco Chamber for the courtesy it had extended to the delegates.

In view of the genuine get-together spirit which was brought out during the course of these gracious remarks, the text of what the various visiting delegates said is here given in full:

MR. FRANCE: I want to say on behalf of the Seattle Chamber of Commerce and also the Seattle delegation that we certainly appreciate the initiative which the San Francisco Chamber of Commerce has taken in this matter and your hospitality, and we want to continue to cooperate with you, and I think myself that this move will be one of the first moves of this kind to get all the Pacific Coast together on matters of general interest.

We are reputed to be a pretty aggressive and sometimes egotistical bunch of people up in Seattle, and I hope we are aggressive and not too egotistical. We know that all the other ports are equally aggressive but I think this is the thing that the conference has impressed upon all of us, that we have more things in common on the Pacific Coast, particularly in relation to building up its trade, than we have conflicting interests, and I had some very interesting talks with Mr. Willis, of your Chamber, and also Mr. Koster, when he was present when we were in New York, regarding this matter of the revivification of the Pacific

Coast Association of Chambers of Commerce, and whether through that agency or some other agency, I think that we ought to keep this sort of movement going on continually. And the more we become acquainted with each other as personalities I think the better we will understand each other, and I really think the San Francisco Chamber of Commerce, the people of San Francisco, too, are to be congratulated upon taking the initiative in this matter.

CHAIRMAN ALEXANDER: On behalf of the San Francisco Chamber of Commerce I want to thank Mr. France for his very kind remarks. I sincerely hope that this is the beginning of better feeling and better cooperation on the Pacific Coast, not only among shipping men but in other matters. I feel very strongly that the real test of this whole proposition is coming after we go to the Shipping Board, after the delegation meets in Washington and we go to the Shipping Board and present our case, and which I think will be accepted, without doubt, by the Shipping Board in the spirit in which it was made. The test is coming after that time, whether the representatives of the different Chambers of Commerce and the Chambers of Commerce themselves and the steamship men and all interested in transportation will stand behind this move in the old way and not acting through the representation in Washington, and that will bring about working at cross purposes and all kinds of difficulties.

As I understand it, the proposition is, after the delegation has gone to Washington and presented their situation to the Shipping Board, as I understand it there will be representatives appointed by each of the different Chambers of Commerce to carry on this matter. Now, my opinion is the danger is coming just in this, that each delegation, each representative rather, will feel that it is his duty to try and put it over a little on the other fellow in the way of getting tonnage for his respective port, and so I say in the last analysis if some man or some committee be appointed in whom every city would have unbounded confidence, that this man or this committee would be the right thing. I think that is what it is going to simmer down to in the last analysis if the movement is going to be a success. If you gentlemen have any suggestions along that line, anything to solve that situation, I would like very much to hear them.

MR. DAVIS: Mr. Chairman, on behalf of the Tacoma Commercial Club and the Chamber of Commerce I can assure you we appreciate the courtesies extended by your Chamber, and when we go home we will take it up and we will appoint and assure you that we will give you the caliber of men on your committee that will be able to look at this matter in a broad sense, in the sense that we can get together and accomplish something, not nullify the work that we have done here.

In our port in Tacoma we have just lately established a port district. We have filed a bond amounting to two and a half million dollars, which is only a starter on what we intend doing in our port. The City of Tacoma, while we are very close to our neighboring city of Seattle, yet we do not allow them to get away with everything. Of course they occasionally slip over on commencement day and take something that we have, and we are not slow to tell them about it either, but nevertheless we will be able to make a showing when it comes to presenting our tonnage and our commerce that may surprise some of our sister cities in the South. We are not a village up there any more. We certainly appreciate the movement of this Chamber in bringing this conference about, and while we only received word three days before we had to start, that this conference had been called, yet I believe you will agree with me that we did pretty well in getting around here in that length of time. Mr. Rhodes, Mr. Baker and myself, I am sure, appreciate the many courtesies extended by your Chamber to our delegation.

CHAIRMAN ALEXANDER: Thank you very much.

MR. DODSON: I would also like to announce that we appreciate very deeply, on behalf of the Portland Chamber of Commerce and the Commission of Public Docks the courtesies extended by the San Francisco Chamber of Commerce. We feel that we have started right. We have really started, although this is just a very slight beginning, but unless the Pacific Coast can continue to get together and cooperate in a very, very determined way they have not done much yet. I want to sound the warning that this is just a beginning, and if we cannot get together in some very, very heavy work later on this will all come to naught. The Pacific slope ought to unite, in accordance with the suggestion made here awhile ago that we get the entire slope organized, perhaps through the Chambers of Commerce of the Coast. I think that should be followed. The people on the other side of the Rocky Mountains are organizing very thoroughly in their direction and we should do likewise. If any of you gentlemen at any time should be in our city we shall take very great pleasure in reciprocating your kindness.

MR. DE BRABANT: On behalf of the Los Angeles Chamber of Commerce I would like to express our gratification and gratitude for your very courteous welcome, and as far as the business proposition is concerned you will find Los Angeles will support this wholeheartedly. Our expectations are so modest that there is no question of a doubt but it will receive the support of the other cities on the Pacific Coast, and when the committee in Washington finally promulgates its expectations from the Shipping Board you will find Los Angeles properly represented and giving every support to the promotion of the interests of the Pacific Coast.

MR. CHOATE: On behalf of the San Diego Chamber of Commerce I want to thank you for your courtesies. I wanted to say something about a matter which I believe should be accomplished and should be specialized upon, and that is the acquiring of suitable passenger ships across the Pacific. I have been along your waterfront, and maybe I am not qualified to speak, maybe I haven't seen the vessels but I have seen such vessels—one I passed the other day was the Siberia, and I have seen the Venezuela, I have seen the Ecuador and some of the other liners and I must confess that I never had any incentive to cross the Pacific. When I am in New York and walk around the Chelsea docks and see those big liners—and had the pleasure of taking a trip across once—I have that incentive. I think we are far behind, too far behind on this coast. There are certain standards which we have got to live up to. We have got to have in communities certain standards of hotels. We have got to have certain standards nowadays of roads, got to have certain standards in accommodations of travel on railroads. Now I don't think the Pacific Coast is up to that standard in its trans-Pacific passenger business. The type of steamer—I am not an expert on the matter, but I believe it should be a steamer of not less than 550 feet long to practically 625 feet long; might be a type similar to the Kroonland or the Finland which once came to the Coast, or it might be a little smaller than the Carmania; but there should be some type adopted whereby there would be an incentive to the traveler who is going to use the shortest route.

The personnel of the conference was as follows:

SEATTLE

H. C. Cantelow, L. C. Smith Building, Seattle; 112 Market Street, San Francisco; Asst. Gen. Mgr. Pacific S. S. Co.

C. J. France, Bell Street Terminal, Seattle; St. Francis Hotel, San Francisco; Executive Secretary, Port of Seattle.

Roscoe Drumhiller, U. S. Collector of Customs, Seattle; St. Francis Hotel, San Francisco.

TACOMA

J. H. Davis, 507-8 California Building, Tacoma; Palace Hotel, San Francisco. Insurance, General Agent.

John S. Baker, Fidelity Trust Company, Tacoma; Palace Hotel, San Francisco; President Fidelity Trust Co.

H. A. Rhodes, 11th and Broadway, Tacoma; Palace Hotel, San Francisco; President of Rhodes Brothers.

(Continued on page 396)

MARINE DEPARTMENT

Shell Oil Company's Tanker Gold Shell left Southern California on October 13th for Singapore carrying away 60,778 barrels of crude distillate. Steamer Wallingford, arriving here last week from Kahului, brought 100,317 cases canned pineapples.

E. C. Evans & Sons have notified the department that owing to the indefinite delivery date of the Steamer Bakersfield, all cargo booked for that steamer will be forwarded to Avonmouth and London on the Steamers Orani and Dewey.

Tank Barge Monterey, which for many years carried oil along the California Coast, is now in port being converted into a five-masted barkentine, after which the vessel will once again ply in the offshore business.

Barkentine Rolph arrived in Ipswich on October 30th, completing the run via the Canal in 84 days, which is considered extraordinary running time. The vessel carried 2,000 tons of barley and 140,000 feet of lumber.

The Ship Golden Gate left here early this week for the United Kingdom with 75,914 centals of barley, shipped by Strauss & Co. The British Steamer Crown of Cadiz, leaving last week, took 17,920 centals to London.

Making her first voyage since being launched at the Rolph Shipyard at Eureka, the ocean-going Tug Storm King steamed from this port on October 31st for San Pedro with the Dredger Los Angeles in tow.

The Union Fish Company's power Schooner Golden State reached port last Saturday from Pirate Cove, bringing 200,000 codfish.

A. F. Thane & Company bought the wooden motor Schooner Oronite, a sister vessel to the La Merced, from the Standard Oil Company, and will operate her in the lumber carrying trade.

W. S. Seammell & Co. have chartered their Steamer La Primera to Balfour, Guthrie & Co. for a voyage to South America, taking lumber from Puget Sound and cement from San Francisco.

The Matson Navigation Company notified this department of a change in the schedule of sailings of their steamers from this port. The Manoa will leave out for Honolulu on November 4th and the Enterprise for Hilo on November 12th.

Albers Bros. Steamer Northland will load cargo of sugar at Salaverry, Peru, for the British Columbia Sugar Refinery at Vancouver.

The Steamer Lake Sanford under charter to W. R. Grace & Co., outward from this port October 25th for Cuban ports, took a diversified cargo of California products. Stowed in her holds were 25,728 cases assorted canned goods, 1,239 centals beans, 100 cases champagne, 300 centals raisins, 12 centals tractor parts, and 38,834 centals rice.

The Northern Commercial Company's Motor Schooner Ozmo reached port October 29th from Seattle. She brought down 500 tons of flour for the Hammond Milling Co.

The steel Steamers Eastern Merchant and Eastern Trade, built by the Asano Shipbuilding Co. in Japan, for the United States Shipping Board, will load cargo at Yokohama for San Francisco in the Toyo Kisen Kaisha Line. The former is to leave Yokohama about the middle of November and the latter middle of December. They are vessels of 13,000 tons deadweight.

Norwegian Steamer Terrier steamed from Tocopilla on October 18th for this city with 8,000 tons of nitrate on board which is coming consigned to the Dupont Powder Co.

Union Oil Company received 9,000 tons of oil from Port Lobos, Mexico, last week, by the Tanker Cordelia.

The Barge Acapulco, under charter to the Chas. Nelson Line, left here last week for Seattle in tow, loaded with a general cargo.

Loaded with a full cargo of copra the Barkentine James Johnson left Apia October 23rd for Tacoma.

Pacific Mail Steamship Company's Steamer San Jose arriving here from the South Coast brought treasure amounting to $55,900. Flying the flag of the Pacific Mail S. S. Company the freighter Diablo just completed a round trip to the Orient bringing some heavy cargo which consisted of 4,668 bales gunnies, 2,994 bales Hessian cloth, 19,250 bags bone meal, 1,254 chests tea, 6,651 bales rubber and other large shipments such as raw jute, hides, myrabollam, oils, coffee, etc. Stopping at Honolulu the freighter took aboard 21,732 cases canned pineapples, sisal fibre, jams and jellies, etc.

Advices received at this department show that five vessels left South Sea Island ports for this coast with copra cargoes, last week; they include Schooner Mindoro, Barkentine James Johnson, Schooner Geo. E. Billings, Schooner Cecilia Sudden, Schooner Caroline and Barkentine Echo, all with the exception of the James Johnson are bound to this city.

The next liner of the Pacific Mail to arrive here from the Canal Zone will be the Steamer City of Para, due to arrive the 2nd week in December, the exact date not as yet fixed.

NEW SHIPPING WEEKLY

"Shipping Register" is the title of a new paper devoted to shipping and allied interests published weekly at 340 Sansome Street, San Francisco by the Underwriters' Report, Inc. The new publication shows painstaking care in its arrangement and is attractively printed.

(Continued from page 395)

SAN DIEGO

Rufus Choate, c/o Union National Bank, San Diego; Hotel St. Francis, San Francisco; Harbor Commissioner.

PORTLAND

W. D. B. Dodson, 610 Oregon Building, Portland; Palace Hotel, San Francisco; Secretary Chamber of Commerce.

F. I. Randall, Commissioner of Public Docks, Portland, Oregon; Palace Hotel, San Francisco.

LOS ANGELES

Marius de Brabant, Pacific Electric Building, Los Angeles; Palace Hotel, San Francisco; Los Angeles Chamber of Commerce.

W. S. Wheaton, Los Angeles; Palace Hotel, San Francisco; L. A. Chamber of Commerce.

C. J. Lehman, 787 Electric Building, Los Angeles; Palace Hotel, San Francisco; Los Angeles Pacific Navigation Co.

SAN FRANCISCO

Paul Shoup, Southern Pacific Building, San Francisco, Vice-President Southern Pacific R. R. Co.

Wallace Alexander, President Alexander & Baldwin, Ltd.

Cary W. Cook.

Leon G. Levy, ex-officio.

Robert Newton Lynch, ex-officio.

L. M. King, ex-officio.

SAN FRANCISCO DELEGATE TO INTERNATIONAL TRADE CONFERENCE BRINGS MESSAGE OF VITAL CONCERN TO BUSINESS INTERESTS

Findings and Recommendations Have Important Bearing on Future Relations with Countries Represented

The recent conference held in Atlantic City and attended by representatives of the five great countries—England, France, Belgium, Italy and the United States—has been designated as one of the most important gatherings in business history. Regarding the meeting, Marshall Dill, Chairman of the Foreign Trade Committee of the Chamber, and one of the delegates from San Francisco, has the following to report:

Each Country Represented by Ablest Men

The men who came from Europe to the recent great conference at Atlantic City brought with them for our solution probably the most gigantic financial problem that has ever been placed before the American people. After all is said and done, it is a problem of the people and not a problem of any one group or class. The delegates that comprised this conference came from England, Belgium, France and Italy and, in their personnel, were made up from the most important bankers, the greatest merchants and the largest exporters and importers of those particular nations. Each country divided its delegation into committees, as follows: Committee on Textiles, Food Stuffs, Petroleum, Reconstruction Supplies, Shipping, Credit and Finance, Chemicals, Coal and Metals.

The American Delegation who met with these men had previously formed the same respectively-named committee, each of which from day to day met with the foreign bodies and discussed the purchase in America of the particular supplies wanted and desired by those various groups. In this way, a rather complete estimate of the necessary materials desired in America was arrived at. In fact, this is the first real idea we have had of exactly what the specifications required might be.

Huge Expenditures to be Made in America.

After these committees had arrived at their findings and it was determined exactly what amount of various kinds of merchandise represented would be needed in Europe, each committee in turn found that their respective report always carried with it a recommendation to the conference, calling the attention of the delegates to the fact that the committee was helpless in going any further than simply to make a report of exactly what Europe wanted, on account of the fact that the great problem of finance would act as a barrier to any actual exchange of merchandise or purchases in this country. It was developed by the various committees that Europe actually desired to purchase from America approximately Seven Billion Dollars worth of merchandise spread over a period of probably four or five years. We are anxious to sell them this merchandise and they are desirous of having it, but they are utterly unable to pay for the merchandise in the ordinary methods by which payment is exacted from a buyer and we are at this time utterly unable to extend without special arrangements credit that these buyers want.

Furthermore, even if this credit were arranged for at this time, we have the unhappy situation of exchange rates being such between these nations and ourselves that it would be financial suicide for them to even make the attempt in the fact of the present exchange differential.

Credit Problem Tackled in Big Way.

The full force of the problem, therefore, now appears. And this is the problem of International Credit. We had here at this conference the most powerful individual financiers in America. Such men as Chas. H. Sabin, President of the Guarantee Trust Company; James A. Stillman, President of the National City Bank; D. W. Morrow, of J. P. Morgan & Co., and hundreds of others including the length, breadth and depth of Wall Street and the backbone of our Nation in industry, from the manufacturing and producing standpoint. And to these men was put this problem of how we were going to succor our Allies and what the methods would be by which we would be able to extend them a helping hand and still retain for ourselves an element of safety.

Very few people know that the United States has been building up from year to year an enormous trade balance in our own favor which has culminated in the last fiscal year to a balance of Four Billion Dollars of exports in excess of imports. Please understand that this Four Billion Dollars is merely the difference between our exports and our imports. This means that there are brought out of Europe gold or negotiable credits at the rate of Four Billion Dollars a year. We are practically devitalizing our Allies, from this standpoint alone and this is the major reason for the difference in exchange which exists today.

To bring it home to the reader, suppose the exchange were reversed and in order to buy an article which you have been in the habit of paying 50 cents for, you were called upon to produce five or six 50 cent pieces to pay for that article. You would have some understanding and idea of what is meant by the difference in Exchange which exists today in favor of the United States by simply reversing this example. Not only are we building up a trade balance of Four Billion Dollars a year, but let us not forget that there is about Ten Billion Dollars of Government debt still due America from European governments and to this amount must be added approximately another Five Billion Dollars represented by interest due and money outstanding on merchandise accounts. There are only three ways by which a debt of this kind can be paid or in which a trade balance of this kind can be reckoned with. Either Europe must pay us in cash or credit and, after all, credit is merely deferred cash. Or, they must pay us in merchandise or in service. Manifestly we do not desire to have no use for their services. They cannot pay us in cash because these nations are merely what might be called solvent going concerns but devoid of actual money; and they cannot pay us in merchandise because their industrial life has been temporarily paralized and before they can return merchandise to America they must receive raw materials from us.

Trade Balance Necessitates Unusual Methods.

This enormous trade balance in favor of the United States must be corrected. If it is not corrected, which, of course, means the correction of the exchange, Europe will be forced to stop buying from us. This will mean the immediate cessation of our tremendously increased output and will throw on to the market an enormous amount of American labor which will have the tendency of adding to the already heavy burdens we are carrying, from the labor standpoint. In order to correct this exchange, it is necessary that Europe be placed in a position to obtain raw materials from us so that she may be able to export her products into this market gradually, and it must be a slow action otherwise it might be most unsafe, the figures of import and export must be brought nearer and nearer to each other until we have neutralized the excessive export figures by a corresponding import position. And only in this way will the Exchange be readjusted. This means, that we must not hesitate to use Governmental influence on the tariff and encourage the import of Europe's most important products into this country.

Secretary Redfield, in a most stirring speech and in a talk which amazed the country from the standpoint of his understanding of such an intricate matter, went on to state that it would be the height of arrogance on our part to expect to continue to sell abroad if we did not buy abroad. It would be un-American in spirit and an impossible situation. The Secretary stated that he hoped that the time would come when the practice of selling goods abroad for

cash with balance against shipping documents would not be respectable.

In our desire to correct this trade balance and to clarify the atmosphere on exchange, we come back as it were in a circle to the first point, that credit must be extended to these nations. There are many reasons why this credit must be created. These nations have been to us like a good customer and now that that good customer is in temporary financial straights, is it business policy to deny this customer further credit when we have in jeopardy large amounts of money all invested in the business. These allies of ours were customers with character and deserved the credit and assistance which we gave them and, therefore, today they deserve a continuance of that credit at a time when they cannot pay us from a cash reserve. We must not forget that we had a hand in creating several young nations in Europe and the United States cannot disown its children now. When we consider that all loans and advance of money is practically based on the integrity and honesty of the borrower, could we for one minute deny, then, credit to such a nation as Belgium, who allowed itself to be destroyed on account of a principle? If they did that—and the world agrees that they did, as a fact—they will then pay their bill from the standpoint of a principle. Take France, for instance, and consider the prophecies that were made during the last 600 years of our history. After the Hundred Years War they said that France was bankrupt and again after the Religious Wars in the 16th century and then again, after the revolution and, also, in 1870. Each time, this nation has shown a degree of elasticity and financial rebound unclipsed by any nation in the world. And are these the kind of customers, the kind of debtors that we would allow to be lost in a financial whirlpool of dissolution? A thousand times no, was the word that every financier at that conference endorsed.

Mr. D. W. Morrow, who represented Finance and Credit Committee for the conference, went on record in behalf of America and told these men that America did not know how to tackle the subject right then and there but that these men should go back to the respective nations with the promise ringing in their ears that some way and somehow America would extend the credit that they asked. And he told them to go back to their countries not with the feeling that they had or were going to receive charity from America, but that to the contrary, they were well-tried and true friends and customers of this nation and that as such they would receive a justifiable credit and that America would not exact anything for that credit except a reasonable profit on her merchandise and interest on deferred payments.

When Mr. Morrow made this statement he had a well-defined knowledge of what he was saying and what this meant, but in case the reader of this has not a clear conception of what the extension of a credit of this kind means, I am sure he will pardon me if I endeavor for a moment to refresh his mind in the A. B. C. of Banking. Wall Street, or, rather the financial institutions of New York, do not possess as their own the money that they loan. A banking institution is merely a medium by which the savings deposits and average daily banking balances are manipulated in a safe manner and in behalf of clients who own these balances and deposits. A bank cannot extend a credit to one or ten thousand borrowers in excess of the deposits or assets of the institution. Manifestly, therefore, the banks of this country, particularly of New York, are utterly unable to extend a credit of Seven to Ten Billion Dollars to Europe over a period of five years, unless they have that amount of money to loan. Mr. Morrow and his associates were well aware of this when they made their statement and they carefully considered the fact that for America to be the creditor to this extent America had to have the actual savings or deposits in order to make the loan.

Thrift Should Become a National Slogan.

There is only one way to create savings and that is by avoiding the pitfalls of extravagance; to encourage in this nation a keen desire to put away the extra dime and superfluous dollar, to encourage in our people from the Atlantic to the Pacific a keen desire for intensive savings, and the non-indulgence in the extravagances which marks us as a separate people from the rest of the world.

We must encourage, in order to build up those bank balances and create these savings funds and thereby succor our Allies, a feeling in the American people that whereas the actual military part of this war is over, we have only paid for the war, as it progressed from day to day, and we are now called upon to pay for the *results* of that war and the only payment that is expected of us is not that we give outright, not that we permanently deprive ourselves of anything, but that we merely temporarily loan through our banks to our well-tried and true friends in Europe money or its equivalent in credit, which we will get back together with reasonable interest after a reasonable length of time. This is the great big message that is sent out from Atlantic City and from this conference to all of the Chambers of Commerce, the industrial organizations and banks, and to every individual throughout the nation. Don't delude yourselves that on November 11th, of 1918, you were released from a period of conservation and that you can now indulge in a period of extravagance. All that you were released from on November 11th was the apprehension that existed from a military standpoint, and in order to preserve civilization and keep Bolshevism outside of the frontiers of our Allies and thereby erect a barrier between Bolshevism and America and in order to maintain the tremendous output that we have created, and in order to not throw further burdens into the field of labor and to preserve our face and our integrity with the nations that actually bore the brunt, each man and woman in America can save this situation by just a little bit of foresight and the building up for themselves of an old-fashioned savings account in the old-fashioned way.

PUBLIC AUCTION AT CAMP KEARNY

The Quartermaster Department of the Army advises that there will be a public auction at the Auxiliary Remount Station, Camp Kearny, California, of surplus Government animals, on Monday, November 10, 1919.

About 150 horses and 4 mules will be offered for sale.

GOVERNMENT PROPOSALS

Proposals will be received by Zone Supply Officer at Fort Mason, on November 18th for the sale of waste materials including cast and wrought iron, steel, rubber hose, inner tubes, tires, canvas, khaki, mixed rags, bags, blankets, leather, etc.

WILLIS REMAINS ON FREIGHT TRAFFIC COMMITTEE

John S. Willis, who has recently resigned from the assistant managership of the Traffic Bureau of the Chamber, to enter business for himself, will continue in his capacity as a member of the San Francisco District Freight Traffic Committee. Max Thelen, Director of Public Service for the Railroad Administration advised of his desire that Willis continue this service, if consistent, and has expressed his pleasure at the willingness of Willis to do so.

SAN FRANCISCO DISTRICT FREIGHT TRAFFIC COMMITTEE—DOCKETS

Docket 2685—(Hearing 2 P. M., November 10th)—Cancellation of obsolete rates on the following commodities: Mineral water in packages, from San Francisco to El Centro, Cal.; Boulders, crushed rock, etc., from Oakdale, Merced and Knoblock, Cal., to San Francisco; Gravel, carloads, from Antioch to San Francisco; Gravel and sand, carloads, from San Francisco to Berkeley and Oakland, and from Bay Point to San Francisco; Crushed rock, carloads, from San Francisco to Oakland; Crushed rock and gravel, carloads, from Legrane to San Francisco; Sand, carloads, from San Francisco to Pittsburg, Cal.; Crushed rock, sand, gravel, etc., from Oakhurst to San Francisco; Common brick, carloads, from Tiburon, Greenbrae, etc., to San Francisco.

Docket 2689—(Hearing 10 A. M., November 11th)—Structural steel, carloads, and steel bars, carloads, from Los Angeles to San Francisco. Proposal to make present commodity rates applicable on mixed carloads in lieu of the present provision which restricts these rates as applicable on steel, carloads.

Docket 2690—(Hearing 10:15 A. M., November 11th)—Lemons, carloads, from points in California to various points in North Dakota. Proposal to reduce rate from $1.44 to $1.25 per 100 lbs.

Docket 2691—(Hearing 10:30 A. M., November 11th)—Leather, artificial or imitation, carloads. Proposal to reduce rates from Groups A to J inclusive to Rate Basis 1 and 3 points.

Docket 2692—(Hearing 10:45 A. M., November 11th)—Rice, carloads. Proposal to reduce rate, Colusa, Cal., to San Francisco from 41 cents to 23 cents per 100 lbs.

Docket 2693—(Hearing 11 A. M., November 11th)—Brass cracker can fronts, less carloads. Proposal to reduce rates from Groups A to J inclusive to Rate Basis 1 and 3 points.

Docket 2695—(Hearing 2 P. M., November 11th)—Livestock, carloads. Proposal to increase rates between points in Oregon and points in California so as to remove certain existing 4th Section violations.

Docket 2697—(Hearing 2:30 P. M., November 11th)—Fluorspar, carloads. Proposal to reduce rate, Dome, Ariz., to San Francisco, from 45 cents to 32½ cents per 100 lbs.

Docket 1877—Chrome ore, carloads, from California points to Eastern points. Cancelled.

Docket 2703—(Hearing 11 A. M., November 12th) Iron ore, crude or ground, and earth paint, dry, in packages, carloads. Proposal to establish rate of 37½ cents per 100 lbs., from Salt Lake City to San Francisco.

Docket 2707—(Hearing 2 P. M., November 13th) Lumber, piles, wooden telegraph poles, railroad ties, timbers, etc. Proposal to establish a line of commodity rates from California and Oregon producing points to points in Mexico, in lieu of the present combination rates.

Docket 2709—(Hearing 2:30 P. M., November 13th) Box linings, pulpboard, etc., less carloads. Proposal to reduce rates from Groups A to J inclusive to Rate Basis 1 and 3 points.

Docket 2711—(Hearing 3 P. M., November 13th)—Olive oil foots, carloads. Proposal to reduce rates, Groups A to J inclusive to Rate Basis 1 and 3 points.

Docket 1877—Chrome ore, carloads, from California points to Eastern points. Cancelled.

Docket 2720—(Hearing 11:30 A. M., November 14th)—Cotton linters, carloads, minimum weight 30,000 lbs. Proposal to reduce rates from Calexico and Los Angeles to San Francisco.

Docket 2721—(Hearing 10:40 A. M., November 14th)—Mine run coal, carloads. Proposal to reduce rate from Utah Mines Districts to San Francisco on traffic delivered to steamers, from $5.80 to $4.80 per ton.

TRAFFIC BUREAU NOTES

Terminal Efficiency Committee Includes Representative from Chamber of Commerce.

The October 23rd issue of the "Activities" carried the announcement of the institution of a committee by Wm. Sproule, District Director of the United States Railroad Administration, to be known as the San Francisco Terminal Efficiency Committee.

The members of this committee are:

K. M. Nicoles, Chairman; H. L. Hoover, H. N. Barker, J. J. Sullivan, H. M. Remington.

Mr. Remington, listed above as a member of this important committee, is Assistant Manager of the Traffic Bureau of the Chamber of Commerce, and will represent the shippers on the Terminal Committee.

Intermountain Rate Hearing

Mr. Seth Mann, Attorney and Manager of the Traffic Bureau, accompanied by Hal M. Remington, Assistant Manager, will appear before Interstate Commerce Commission Examiner Fleming at the hearing to be conducted at Salt Lake November 7th in the matter of the Intermediate Rate Association vs. Aberdeen & Rockfish Railroad Co., et al. This is a reopening of the old intermountain cases, and the complainant is asking that the rates to intermountain cities be graded back from the rates now applying to coast points.

From Salt Lake Mr. Mann will return to Chicago, his services having been again loaned to the Western Freight Traffic Committee by the Board of Directors of the Chamber. It is very likely that Mr. Mann will remain with the Committee until the railroads are returned to private control, which according to the best information obtainable will be not later than December 31, 1919.

The shippers and receivers of freight in San Francisco and Pacific Coast territory generally are to be congratulated upon having the services of Mr. Mann with the above named committee. San Francisco is the only city west of Chicago having such representation, and it must always be remembered that the Western Freight Traffic Committee has practically complete jurisdiction over all questions involving freight transportation in the territory west of Chicago and the Indiana-Illinois state line.

New Rate Guide

The Traffic Bureau has received a copy of West's Parcel Post and Express Comparative Rate Guide, which is published by West's Rate Service, 316 W. 2nd Street, Los Angeles, California. This is a very complete publication and should be of great assistance to organizations making numerous shipments by parcel post and express. Same may be inspected at the Traffic Bureau office, and we will be glad to supply any information concerning this guide upon request.

Changes in the Traffic Bureau

Hal M. Remington, who since October, 1918, has occupied the position of rate expert in the Traffic Bureau, has been promoted to the position of assistant manager, succeeding John S. Willis, who has resigned to engage in other business. W. W. Scott has taken over Mr. Remington's duties as rate expert. Scott was formerly employed in the traffic departments of the Southern Pacific, Western Pacific and the Pacific Hardware & Steel Co.

Off-Line Rates

The Traffic Bureau desires to again invite the attention of the membership to the fact that we attempt to maintain what is probably the most complete file of off-line rates in San Francisco. We intend to augment this file so that it may be as complete as possible, and this service is again brought to the attention of our readers, that they may know that we are prepared to quote rates between all the principal cities of the United States.

BUSINESS WANTS

Mrs. F. H. Eaton, Washington Street, Carson City, Nevada, is in the market to dispose of baled waste paper.

Dr. Leighton Kesteven, 38 College Street, Hyde Park, Sydney, N. S. W., is in the market for a small electric-driven pump to give air pressure of fifty pounds.

H. L. Klancke, R. F. D. No. 53, Arroyo Grande, Cal., is in the market to dispose of fresh vegetables and farm produce.

California Cone Co., 1497 E. 4th Street, Los Angeles, Cal., is in the market to dispose of ice cream cones.

G. J. Loffer, Myrtle Creek, Oregon, wishes to get in touch with dealers in live and dressed poultry, also wholesale hardware firms.

M. D. Litman, 1436 Irving Street, Denver, Colo., desires to make arrangements to represent San Francisco candy manufacturers in the Denver market.

J. G. Scherf, Secretary-Manager Chamber of Commerce, Andalusia, Ala., is in the market to dispose of shelled peanuts in carload quantities.

Allchem Company, 97 Warren Street, New York City, wishes to communicate with importers and manufacturers of chemicals in this city.

Central Commercial Company, 560 Sacramento Street, San Francisco, are in the market for toy steam trains which burn alcohol.

Hub Mattress Co., Beaver, Utah, is in the market for ticking and mattress supplies.

Century Hoist Mfg. Co., Lock Haven, Pa., wishes to make arrangements for a representative to handle the sale of hoists in this city.

A. G. Clark, Manager Associated Industries of Oregon, Oregon Building, Portland, Ore., desires to get in touch with manufacturers of ice and refrigerating machinery.

State Grange Cooperative Exchange, 272 Third Street, Portland, Ore., is in the market to dispose of 40 tons cascara bark.

Oscar E. Ludwig, Jr., 112 Greene Street, Augusta, Ga., wishes to communicate with wholesale dealers in drugs, tobacco and confectionery.

Alexander Clear Serum Co., 2109 Grand Ave., Kansas City, Mo., desires to secure a representative to handle the sale of serums in this city.

Charles I. Baker, Orland, Cal., wishes to get in touch with building and loan companies.

J. T. Taggart, Court House, Spokane, Wash., desires to communicate with public accountants in this city.

N. E. Hudson, 303 West 18th Street, New York City, is in the market for portable houses.

The Chemcraft Company, 25 West 42nd Street, New York City, wishes to get in touch with manufacturers of chemicals with a view to representing them in the New York market.

W. S. Sawdey, Pt. Cabrillo Light & Signal, Mendocino, Cal., is in the market for architects' supplies.

F. M. Dickey, 6824 44th Ave., S. E., Portland, Ore., is in the market for bronze or metal letters for outdoor signs.

H. C. Nielson & Company, of 84-86 Clay Street, desires to communicate with parties who might be in the market for different kinds of cheese and cheese powders and casein in carload quantities or less.

Palace Drug Stores, Neiman-Marcus Building, Dallas, Texas, desires to get in touch with candy factories putting up candy in redwood boxes.

J. J. Cunningham, c/o Chamber of Commerce, Sterling Colo., wishes to be placed in communication with importers of tea and coffee in this city.

PLACEMENT BUREAU

DISCHARGED SOLDIERS AND SAILORS

321. Position with banking and financial concern by former officer in Army. College graduate with practical experience.

322. Wanted "anything" by Ex-Officer, willing to go anywhere. Prefer automobile business, can drive car, can qualify for clerical position.

323. An Officer of 17 years experience in Government, including U. S. Army, procuring, distributing and disbursing for supplies; also accountability therefor. Produced good results before entering service. Produced and maintained subsistence supply in largest cantonment. Thorough acquaintance with accounts in various departments. Executive control exercised over large personnel. Fully experienced in office management. Worked from ground up, also large transportation experience. Desire connection where merit counts. Best of references.

324. Import and export firm: Ex Captain, U. S. Army, A. E. F. desires position with chance of advancement consistent with ability. Office and selling experience in steel products and electrical apparatus. Nominal salary expected to begin. References.

325. Young man, 28 years of age, graduate grammar and preparatory schools, attended college, served enlistment U. S. Army, discharged candidate F. A. C. O. T. S. Commercial experience in U. S. A., Cuba, South America; speaks Spanish fairly well, desires position in Orient or South America.

1501. Wanted position with shipping concern, have had one and one-half years experience in the Custom House handling incoming and outgoing vessels and cargoes.

1502. Latin-American, 27 years old, with good experience in local export firms and banks, familiar with shipments to the Latin-American countries and acquainted with the trade, desires position. Will take full charge or travel. References.

1503. Executive wants a difficult proposition where unusual experience and force will bring commensurated results.

1504. Wanted position as steel buyer for export firm. Thorough knowledge of steel, its manufacture, conditions, and source of supply. Am personally acquainted in every steel mill in this country, also as to their individual conditions, such as output, capacities, mill limits and standard mill extras, also well versed in traffic rates, routing and regulations. Can furnish best of references.

1505. Wanted position as traffic manager or freight rate expert in either wholesale hardware or other commercial firm. Shipyard strike reason for seeking position. Freight claim work understood thoroughly.

1506. Diplomat—Young man of force, keen analyst, capable organizer and systematizer; can handle men and get results. Experienced buyer and salesman. Position desired where results will assure prompt advancement.

1507. Bookkeeper, experienced, 12 years banking, 3 years wholesale mercantile, 7 years wholesale and retail.

1508—Competent business man connected with purchasing department of large shipping concern desires permanent position. High-class local references.

Knight-Counihan Printing Co

SAN FRANCISCO
CHAMBER OF COMMERCE ACTIVITIES

Volume 6 | The Commercial, Financial, Industrial and Governmental Metropolis of the Pacific Coast | Number 46

Every Thursday ——November 13, 1919

Chamber of Commerce Will Resist Radical Attacks Upon Organized Society

Revoluntionary Demands of Two Local Labor Organizations Furnish Significant Example of Minority Control

Radical and revolutionary demands recently made upon employers by two different unions—the Riggers' and Stevedores' and the Journeymen Tailors'—have compelled the San Francisco Chamber of Commerce, acting in the public interest to lend its financial and moral support to the employers involved in the matters.

The Chamber of Commerce has accompanied its action in each case with a full statement of the facts and circumstances and has made it plain that in throwing its support to the side of the employers, it is actuated by the conviction that the safety of the government and the preservation of the established institutions of this country are menaced, and that the Chamber has a clear public duty to perform in resisting the revolutionary movement which aims at the disruption of the economic and political systems of the United States.

Unjustified Demands of Riggers' and Stevedores' Union Throws Chamber's Support to Waterfront Employers

After having ascertained beyond doubt that the present strike of riggers and stevedores on the San Francisco waterfront, which has tied up the commerce of the port for nearly sixty days, is not an ordinary controversy over wages, hours or working conditions, but a well considered attack upon organized society, the Chamber of Commerce of San Francisco has decided to combat this social menace by throwing in its full financial and moral support behind the Waterfront Employers Union.

The Board of Directors of the Chamber of Commerce have decided that the Chamber shall oppose its force against the radical minority forces within the ranks of labor whenever these minorities, as in the case of the waterfront strike, shall, under whatever pretense, attempt to set forward the revolutionary movement which has for its aim the disruption and overthrow of the political and economic system of this country.

The Board of Directors declares that the Chamber stands ready to strive for the upholding of the Government and of established institutions, not only in this single instance of the waterfront strike, but in all similar situations that may be now present in the community or which may arise in the future.

(Continued on next page)

Merchant Tailors Face Situation Which Calls for Backing of Commercial Element

The full text of the Chamber of Commerce statement in the matter of the strike of journeymen tailors is as follows:

Whenever it shall appear that any movement by any body of men is aimed at the overthrow of our government and the destruction of our established institutions, the San Francisco Chamber of Commerce will resist such movement to the utmost, and will rely upon public opinion for justification of its action.

At the present moment the Chamber of Commerce finds it necessary, in the public interest to lend its financial and moral support to the Pacific Coast Merchant Tailors' Association in their effort to conduct their business along free American lines after the final and decisive rejection by the unions of striking journeymen tailors of every fair offer of settlement.

After having dealt for many years upon a satisfactory basis with organized labor, the merchant tailors have suddenly found themselves confronted by radical union action which does not recognize or countenance essential rights of property; and in this emergency, the merchant tailors have bravely re-opened their shops on the American plan, which grants to workingman and employer the free right to enter

Continued on page 403)

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The Chamber of Commerce calls for public support in the struggle which it has begun and justifies its action squarely upon the ground of common public interest. It is expressly declared that anything that the Chamber of Commerce may be called upon to do in such matters will be done without prejudice to the legitimate rights of organized labor.

The following statement of the facts and circumstances which have compelled the Chamber of Commerce to align itself with the employers of the waterfront in their effort to move the commerce of the port, is authorized by the Board of Directors of the Chamber:

Two main considerations have moved the Chamber of Commerce to lend its full financial and moral support to the Waterfront Employers of San Francisco in this particular matter of the strike of the union riggers and stevedores on the San Francisco waterfront.

The first of these considerations is the clear call for united and aggressive action to resist the present widespread and well-defined radical movement to sweep away all the recognized rights of person and property and overthrow the principles of our government.

This menacing movement has been crystalized and brought into active play in this city by the words and acts of a *violently radical minority* within the Riggers' & Stevedores' Union.

A patient and careful investigation by the Chamber of Commerce of all the facts and circumstances attending this strike has shown that the strike was brought about and thereafter prosecuted with a reckless disregard of the public interest and in the hope of hurrying forward the realization of a social revolution which would disrupt the existing economic and political order in this country.

The second consideration is the pressing necessity of restoring the commerce of the port of San Francisco to its normal condition.

Up to this time the strike has been resisted single-handed by the employing concerns directly involved. This heavy burden should be shared by all the commercial interests of the community. The issue involved is not the narrow petty interest of an attack upon organized labor or labor of any sort, but the big broad question of the life or death of our economic system and the form and structure of our government.

Insofar as the waterfront strike has to do with matters of wages, hours and working conditions the Chamber of Commerce has resolutely held to its position as a conciliatory body and has done everything possible both independently and in conjunction with officers of the San Francisco Labor Council to bring about an adjustment of the trouble, to the end that the commerce of San Francisco might quickly resume its normal course.

But all these efforts have failed, and it is now clearly seen that a mere settlement of this strike would not really settle anything, but would only clear the way for other and more revolutionary and destructive demands by the *radical minority elements within the ranks* of organized labor.

This strike was conceived in a revolutionary and anarchistic spirit, and it has been conducted in a flagrantly lawless manner, and with total disregard of the public interests.

Organized squads for murder and assault have operated boldly throughout the course of the strike.

Workingmen, exercising their free right to accept employment when and where they pleased have been so terrorized that they do not dare to appear upon the public streets of San Francisco, and these men are in actual danger of death or injury if they attempt to move about as free citizens, as demonstrated repeatedly by the murderous assaults made upon men who have ventured beyond a police dead-line that has been established at the very pierhead of San Francisco's harbor front.

Because of this reign of lawlessness and terror, the waterfront employers who are struggling to move the commerce of the port with substitute workingmen have been required to coop up these men aboard chartered vessels, where they are housed and fed; and whenever they are transported from pier to pier as the necessity of their work may require, they are carried in hired launches. At all times of the day and night they are kept under private guard in order to give them the personal protection that the agencies of the law have not supplied.

Under these conditions the commerce of San Francisco has been held by the throat for nearly two months. There has accumulated on the piers and in the adjacent railroad yards such an enormous congestion of freight that a railroad embargo against the port of San Francisco has been threatened, and freight shipments have been diverted from San Francisco to other ports.

Every industry in San Francisco has been made to suffer more or less injury, and the situation has now become a matter of grave public concern.

It is the imperative public duty to create and assert a definite opposing force against the elements that have brought this situation upon the city.

The Chamber of Commerce stands ready to oppose to the utmost the lawless and revolutionary forces that have paralyzed the city's commerce and to exert itself against any similar situation now present in the community or which may arise in the future. If backed up by public sentiment and active public support, the Chamber of Commerce will restore the city's commerce to a normal state in this instance of the waterfront strike and will accomplish the defeat of the revolutionary and destructive purposes of the *radicals* who have forced this alarming situation upon the city.

The present Riggers & Stevedores Union has been shown upon thorough investigation to be not only irresponsible, but dominated by a minority who have not hesitated to trample the laws of their own organization under foot in order to accomplish their revolutionary purposes.

This union fully characterized itself and its aims when it voted to demand of the waterfront employers that they pay over to their employees 25 per cent of their dividends, 10 per cent of their capital stock, and a proportionate representation upon the directorate of each employing concern—a measure just one step removed from seizure and confiscation.

After the membership of this union had once voted, by secret ballot, not to strike, this same *radical minority group* forced the union into a strike by causing a rising vote to be taken in plain violation of the laws of the union, which provide that every strike vote shall be by secret ballot.

And it is significant of the real aims and purposes of these *radicals* that this rising vote to strike was had upon an offer from the employers that was much more favorable to the employees than an earlier offer upon which, by secret ballot, men had refused to strike.

Anything that the Chamber of Commerce may feel called upon to do in this respect will be done without prejudice to the legitimate interests of organized labor.

(Continued from first page)

into contracts of employment without reference to any sort of outside control or influence. The Chamber of Commerce is committed to this proposition as being just and right and wholly American, and the Chamber does not doubt that the American public will fully support the merchant tailors and all other employers who may be similarly compelled to adopt this condition of employment in order to escape the ruinous demands of labor organizations that are controlled and directed by radicals whose determined goal is the disruption of American principles and ideals.

If the strike of tailors had to do only with reasonable demands for wages, hours and working conditions, the Chamber of Commerce would have no active concern; but it has been determined by painstaking investigation that the tailors' demands are not only unreasonable but deliberately so, and that they are set forward as a very thin cloak to cover the revolutionary purpose of foreign and other radical agitators to overthrow the existing economic and political systems of this country, and to set up in their place a soviet control of industry and government.

It is made perfectly plain by recorded facts that the aim and purpose of the radicals within the tailors' unions is to gain effective control of their employers' business.

Against sound advice and counsel, the striking tailors have refused to accept the final offer of the merchant tailors which would have entailed great sacrifice to their business interests, and which was made against their better judgment in the desperate hope of saving their business from complete ruin.

The radicals in control of the unions believed that they would be able to force the acceptance of all their revolutionary and destructive demands and place the merchant tailoring business at the mercy of a soviet rule.

Proof of the fact that revolution and soviet control is the end and aim of the radical leaders of the tailors' unions is contained in the text of some of the demands made upon the merchant tailors. It is obvious that if these demands had been granted by the merchant tailors, the control of the business would have passed to the employees, and production would have been so decreased as to make the cost of garments to the consumer prohibitive.

Following are some of the radical demands made by the journeymen tailors:

If two-thirds of the members of a shop by secret vote agree on the recall of a foreman they shall be sustained by the local union in refusing to work until such foreman is removed.

On and after September 15, 1919, all employers shall have their work made in their own shops by the weekly system and all contract work shall be abolished.

All employers shall be members of the Journeymen Tailors' Union of America.

All help must be employed through the union office.

No overtime work shall be performed after 12 noon on Saturdays.

Not more than four (4) hours' overtime will be allowed in any one week.

No member (of a journeymen tailors' union) to be discharged after working two weeks without consent of the local grievance committee.

Seven days' notice shall be required of either party for proposed changes in this agreement.

These radical demands were coupled with those for a $44 wage, for a 44-hour week and double pay for overtime. Questions of wages and hours are always proper subjects for negotiation and arbitration. From first to last however, the striking tailors refused to return to work until all of their demands, including the most radical had been negotiated. After all other efforts at settlement had failed, the merchant tailors presented to President W. T. Bonsor, and Secretary John A. O'Connell of the San Francisco Labor Council, a liberal compromise offer, which after discussion, was submitted to the United States mediators, C. T. Connell and E. P. Marsh. This offer was that the strikers should return to work pending negotiation of the whole matter in controversy, upon the basis of $38 for a 48-hour week, and that if a settlement should be made within thirty days after the return of the men to work the awards should be retroactive to the date of the return to work.

This offer was submitted to the striking tailors by the United States mediators, and the mediators were assured by the authorized representatives of the strikers that the vote upon the acceptance or rejection of the offer would be had by secret ballot. Yet, when the offer came before the strikers for action the pledge made to the United States mediators was thrown aside and the offer was rejected on a rising vote.

Before this vote was taken the strikers were told by the United States mediators that in their judgment the strike must be ended and that the strikers would face a losing battle if they did not act speedily.

Proof that the demands submitted by the journeymen tailors were intended to be only a stepping stone for other and more radical demands, is contained in the following extracts from the published version of the minutes of a convention of Pacific Coast Locals of the Journeymen Tailors' Union of America, held at San Francisco, July 14-18, 1919:

Bro. Berg. I would like to read this resolution and get some action.

Be it Resolved, that whereas, the ideal of the J. T. U. of A., together with other workers, has been to a large extent realized; namely, the ideal of the 48-hour week—we now need a new ideal—a new goal for which to strive, and whereas, this new goal has by all progressive organized workers been set as the six-hour day and five-day week; therefore

Be it Resolved, That we, the Journeymen Tailors of the Pacific Coast in convention assembled, this 15th day of July, 1919, place ourselves on record as favoring the ultimate shortening of the working hours to six (6) hour day and five (5) day week, and pledge ourselves to do all in our power to consummate this ideal: L. Berg, No. 71.

Bro. Trummer. I move its adoption as read. Seconded.

Bro. Hoffman. If the object of this resolution is to express our sentiments regarding shorter hours, why limit it to six? I favor it at the lowest possible limit conditions will permit.

RESOLUTION

Bro. Trummer. I move we adopt the 44-hour week.

Seconded by Bro. Berg, who explained that in Seattle they already have a 44-hour week and were only waiting for the Coast to catch up so that they could proceed to get 40 hours. "And we expect to have that very soon."

Chair. We have not yet discussed the clause in the Portland recommendations regarding the election of foremen.

Bro. Trummer. I move that we recommend to all locals: That if two-thirds of the members of a shop, by a secret vote, agree on the recall of a foreman, they shall be sustained by the local in refusing to work until such foreman is removed. Carried.

During this same convention the delegates formulated the demands which were later presented to the employing tailors. And before the adjournment of the convention the delegates adopted resolutions advocating the repeal of the anti-syndicalist law of California, and favoring the immediate recognition of the Soviet Government of Russia by the Government of the United States.

"In Union There Is—Shipping"

The San Francisco Chamber of Commerce was instrumental in calling together the Pacific Coast ship allocation conference, which concluded on October 30th.

Strong editorial commendation of the spirit and purpose of this conference has been given in the press of San Francisco and is reproduced below.

[*From San Francisco Examiner, November 8, 1919*]

THE port cities of the Pacific Coast are now definitely under way along the one channel that will lead to great achievement—the channel of cooperation.

The rivalries between the several ports will continue, and properly. But they will be sunk when it comes to the problem of creating the proper attitude at Washington toward the needs of this coast. And we start with the allocation of ships by the United States Shipping Board. In that problem the ports of San Francisco, Seattle, Los Angeles and the rest will merge their interests wholly and speak with a single voice.

The conference of representatives from all the coast cities, called by the San Francisco Chamber of Commerce, has done a fine and helpful thing in working out this new policy of cooperative effort. A decision to cooperate is always a great victory, for it represents always a comprehension of a great and ever-powerful principle which must be brought to function in many other lines of effort if we are to work out the enormous problems with which nowadays we are faced.

The question of the allocation of shipping to Pacific Ocean routes has been on the boards for many months. In most of the decisions of the Shipping Board there is no question the Atlantic Coast has got all the best of it. The results have been disastrous for Pacific Coast shipping houses and Pacific trade.

The action that will follow the decision of the ship-allocation conference just concluded here will seek to remedy this situation. And there is little question that, with the strong delegation that is to journey to Washington next month to put the Pacific Coast's case before the Washington authorities, a remedy will be found.

The suggestion that the group of Pacific Coast ports maintain a regular office at Washington, with a big man at its head as the Pacific Coast's representative, is not only a good suggestion, but there must be no question that it shall be carried out.

There are many other problems coming up in the years to come which will require, for our benefit, that a watchful eye be always on the Washington authorities when decisions are made about shipping matters. The importance of the Pacific Coast is a growing importance, enlarging inevitably with the enlargement of Pacific Ocean commerce. It is through these ports on the Pacific Coast that the American trade of the future will flow most abundantly. There is no doubt of that. We must be prepared, then to plan in advance that our growth shall be helped to the uttermost, not hindered by a lack of thorough understanding at Washington of Pacific Coast needs. This is what a Pacific Coast shipping office at Washington, maintained by the cooperating port cities of the Pacific Coast, will be able to do.

The San Francisco Chamber of Commerce is to be congratulated upon its public spirit in initiating this effective conference. We have made a great beginning in a great task. Let us stay with it with every energy we can command. The results will be sure and will redound to the credit and the benefit of all of us.

"IN UNION THERE IS—SHIPPING"

[*From San Francisco Chronicle, November 5, 1919*]

Ships for this Coast

With United Effort Only Are We Likely to Get Them

Upon the initiative of the Chamber of Commerce in this city there was recently held here a "Ship Allocation Conference," which was attended by delegations from all our Pacific Coast ports, and which determined upon united action to secure from the Shipping Board a reasonable allocation of ships to this Coast, leaving the distribution to the different ports to be determined later.

That is the sensible thing. This is an age of consolidation or cooperation, which has now reached such an extent that the individual is powerless to compete against it. Whether the antagonisms of powerful forces involve danger to the peace of the world need not here be considered. There is a situation which it is necessary to recognize and whatever

may result from antagonisms of the powerful there is clearly an advantage in cooperation among them.

If the great West is to get any adequate consideration from the preponderating population of the East it will only be by acting as a unit not only in respect to the allocation of ships, but in all other matters in which our interests are common. It is proposed as soon as Congress convenes in regular session next month to send to Washington a strong delegation representing the entire West. While it will be the Shipping Board, and not Congress, which will allocate the ships, individual Congressmen will doubtless be influential.

We need ships now, because at current rates for traffic there is a chance that ships built at current costs can begin to pay for themselves, and the people of this Coast are insistent that we shall get some American lines operated in American interests before the trade of the Pacific is completely monopolized by well-established lines of Oriental ships operated in Oriental interests and which cost less and can be operated more cheaply than any American ships.

We are dependent upon the Shipping Board for the reason that so long as the United States is engaged in building ships on a great scale private shipowners will refuse to compete with national ships. And to make our influence felt with the Shipping Board this Coast must act as a unit.

[*From San Francisco Commercial News, October 31, 1919*]

Happy Outcome of Ship Confab

Very genuine satisfaction is to be derived from contemplation of what has been accomplished by the representatives of the shipping interests of the Coast in their two days' conference in this city. Indeed it would be hard to overstate the beneficial effects that are to be expected to accrue to those interests, and hence to the welfare of the people of all the States represented, as a result of this coming together and harmonizing of the men of the various ports, who are concerned in the upbuilding of commerce. The good achieved is inestimable.

It has been the weakness of Pacific Coast trade that the six large ports have not been in accord in the past. Much more would have been accomplished for the entire coast region if there had been community of sentiment and coordination of action by the several great divisions from San Diego to Seattle. In cooperation there is strength and success; in division and conflict failure.

It often takes a great occasion to bring together interests that are, or seem to be, conflicting. Such a crisis is here. We are almost at the outset of a new shipping and commercial era. The war over and all the nations about to return to the pursuits of peace, there is boundless opportunity for the development of trade. While this holds good the world over it is especially true here on the Pacific. Many shrewd observers of conditions have predicted that this greatest of the oceans, upon which front the most populous of the countries of the earth is to be the scene of the greatest activity in world trade. That this prediction may be verified it is essential that there be provided ships.

Realization of this it was that called the importers and exporters, the harbor officials, the ship men and others from all the shipping points to San Francisco, the immediate need being for action to secure allocation to the Pacific of vessels still in the control of the Shipping Board. There are not enough ships to meet the demands of the Atlantic and the Pacific, and the exactions of the East it is felt may have the effect of preventing the Pacific from having a full share of the tonnage. A call was sent out by the Chamber of Commerce of San Francisco for a meeting to formulate action. It was freely responded to and as the representatives warmed to the intent of the Chamber, and the possibilities of united action unfolded themselves, a complete accord was reached. The unity of sentiment marked by extreme freedom from sectional jealousy, attained its highest pitch in the last session, and the conference adjourned yesterday with the utmost enthusiasm for the work that is ahead. The members return to their home ports to make surveys of shipping conditions, to compile data relating to trade and to prepare reports to be sent to the San Francisco Chamber, for condensation and presentation in a report to the United States Shipping Board. This done the entire body will go to Washington to lay the claims of the Coast before the national body. It is felt that the board will not fail to accord the Pacific enough ships to carry on its trade if that is possible, and if not a full share of tonnage available.

THE PACIFIC COAST SHIP ALLOCATION CONFERENCE

Entire credit for the success of this conference, which concluded its labors here last Thursday, must be given to the San Francisco Chamber of Commerce, for it was the foresight and initiative of this body which enabled it to sense the fact that neither San Francisco, nor any other Pacific Coast port, could hope to make much progress in building up and holding Pacific trade if reliance were placed upon individual action.

With this idea in mind the San Francisco Chamber of Commerce had the courage to appeal to the chambers of commerce of other Pacific Coast ports to join with it in a united effort to gain for the Pacific Coast, without immediate reference to the individual port needs, proper recognition by the United States Shipping Board in the matter of the allocation of merchant ships.

The conference in a practical way has resulted in a well-defined course of action which will carry the whole Pacific Coast case for more ships before the United States Shipping Board as a single case, backed by the whole commercial power of this coast.

It is the purpose to send to Washington early in December the strongest possible Pacific Coast delegation and they will take with them such an array of dependable data upon ship needs of the Pacific Coast as will give the Shipping Board a much better notion of what, in equity, should be done in the matter of allocating the merchant ships at its disposal.

Almost without exception, the delegates to this conference expressed the view that the Pacific Coast ports, now for the first time united in a matter of common interest, should stay united and continue to present a single strong front in the face of problems of common interest that must arise as American commerce continues to grow and expand.

[*From San Francisco Chronicle, November 12, 1919*]

Expansion of Our Trade

All That is Needed is Ships Adequate to Handle the Traffic

Collector of Customs Davis has joined with the Chamber of Commerce in the effort to secure from the Shipping Board, or the transport service, or both, an allocation of ships in number and tonnage adequate to move the traffic which is congesting our wharves and warehouses and accommodate the would be passengers to every port on the Pacific and especially to our own island possessions.

(Continued on page 406)

San Francisco Chamber of Commerce Activities

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For What You Want to Know —— Call KEARNY 112

FOREIGN TRADE BREVITIES

An active campaign of the registration of trademarks by others than owners of the original mark is reported in Brazil. As the law in Brazil permits the first applicant to register the trademark in his own name it has been very difficult to prevent this illegitimate practice. The cancellation of registration is very difficult and often expensive. It is stated that one firm alone in Rio de Janeiro has already registered over fifty trademarks belonging to American companies in its own name. American firms are urged to protect themselves by the immediate registration of marks.

The American Consul at Malaga, Spain, has filed a request for catalogues covering automatic canning machinery for fruit and vegetables. Catalogues in Spanish are preferable.

The Asia Banking Corporation has just opened a new branch at Canton, China. This corporation now has seven branches in the Far East, the others being located at Shanghai, Hankow, Peking, Tientsin, Hongkong and Manila.

(Continued from page 405)

As conditions are one who desires to make a trans-pacific voyage must file his request for accommodations months in advance. Trade is impeded by the entire uncertainty of time of delivery either way.

For the present we are dependent solely on the National Government for ships flying the American flag. In the present disposition of labor on this Coast private interests are not ordering ships because American ships built at present American costs cannot compete with foreign-built ships operated with foreign crews. The Japanese are putting on ships as fast as they can. We are likely to get occasional sailings to Java in Dutch ships. But all that are in sight do not make an adequate supply. The War Department has idle transports which could help out.

Our private shipowners have ambitions on the Pacific and would gladly build if prices were such as to warrant the risk. Present freight rates doubtless justify buying high-cost ships if such rates could be permanent, of which there is no probability, and ships are built to be used twenty years or more.

These ambitions are indicated by the determination of the Pacific Steamship Company to authorize an increase of its capital by $25,000,000. Only authority to issue the stock is contemplated now. It is expressly stated that no stock will be sold for construction purposes until American ships can be built at costs which will enable them to earn dividends. In the meantime we can only look to the Government and the Japanese for relief.

FOREIGN TRADE OPPORTUNITIES

3397. The Hague, Holland. Firm wishes to be put in touch with packers and exporters of canned goods.

3398. Quebec, Canada. Party desires to communicate with manufacturers desiring to introduce their products in the province of Quebec, on a commission basis or otherwise.

3399. Foochow, China. Party wishes to be put in touch with American firms desiring to establish agencies in Foochow for the following articles: hardware, tools, window glass, paint, rifles, dry goods, stationery, watches, cement, etc.

3400. Santiago, Cuba. General merchandise broker and manufacturers' agent wishes to be put in touch with shippers or rice, canned goods and jute bags, desiring representation in Cuba.

LAW HINDERING EXPORTS REPEALED BY SIBERIAN GOVERNMENT

The Honorable J. K. Caldwell, former consul-general at Vladivostok, who passed through San Francisco recently, reports that the export regulation requiring a deposit in cash equivalent to the full value of the goods shipped from Siberia, until receipted bills of lading are returned, has been repealed. It is now possible to buy goods for cash from Siberian producers upon agreeing to ship into the country an amount of American merchandise equal to twenty-five per cent of the value of the export shipment. This of course applies only to necessities, as luxuries are banned.

In this connection Mr. Caldwell says a commission, comprising leading business men of Vladivostok, was appointed on September 5th by the Kolchak Government to control all imports and exports from the port of Vladivostok. This commission is empowered to confiscate goods not sold within six months of landing. Merchants desiring to import goods may secure permits from the commission upon application. No permits will be granted for the importation of luxuries. Representatives of this commission, it is understood, will be appointed in America. When this is accomplished a report will be contained in "Activities." It is possible to secure additional information from the American Consul at Vladivostok, as Mr. McGowan, Acting Consul in charge, is in close touch with the situation. Permits may be secured upon arrival of cargoes at Vladivostok, or by cable before the cargo leaves San Francisco.

EXECUTIVE COUNCIL OUTLINES FOREIGN TRADE CONVENTION PLANS

At the recent meeting of the National Foreign Trade Council in New York where plans were discussed for the seventh annual foreign trade convention in San Francisco in May, it was decided to make a special effort to interest Chambers of Commerce located in production centers dealing with products capable of development for foreign trade. It was decided in this same connection that one complete session of the convention should be devoted to the problem presented by the United States having become the creditor nation of the world, with the consequent inevitable increase in imports.

It was decided that another session would be devoted to the survey of foreign markets giving special attention to those American products capable of development for foreign trade. Another important phase of the work of the convention will be a survey of domestic production to see what lines are capable of expanding foreign sale.

There will be more group sessions than have been held in past years with one particularly valuable session with Board of Trade advisors.

Plans are approved by which three special ships will be available to bring delegates from the Far East, from the west coast of South America and from New York, the New York steamer coming via the Panama Canal. Plans were also approved for two special trains which will leave Eastern points for San Francisco.

SAN FRANCISCO DISTRICT FREIGHT TRAFFIC COMMITTEE—DOCKETS

Docket 2479—Arbitrary rates on traffic other than lumber, from California terminals and intermediates to points in Eastern Canada. Cancelled.

Docket 2638—Bicycles, carloads, from Eastern points to California terminals and intermediates. Cancelled.

Docket 2037—Reduction in rate on refined oils and wax tailings, carload, from San Francisco to Utah points. Cancelled.

Docket 2722—(Hearing 2 P. M., November 17th)—Cancellation of obsolete rates on the following commodities: Iron or steel, bar and rod, carloads, from San Francisco to Draper, Girvan and Redding; lime, lime rock, etc., carloads, from San Francisco to Elderwood, Rose Street, Redbanks and Terminus, Cal.; fresh fruit, L.C.L., from Antioch to San Francisco; apples, L.C.L., from Watsonville Junction to San Francisco.

Docket 2724—(Hearing 3:15 P. M., November 17th)—Butter and eggs, carloads. Proposal to reduce rate, Miles City, Montana, to San Francisco, from $2.44 to $1.54 per 100 lbs.

Docket 2725—(Hearing 10 A. M., November 18th)—Corrugated steel boiler furnaces, carloads. Proposal to reduce rates from Groups A to J inclusive, to Rate Basis 1 and 3 points.

Docket 2726—(Hearing 10:15 A. M., November 18th)—Scrap paper, carloads. Proposal to increase rate, Group J points to Rate Basis 1 and 3 points, from 62½ cents to 75 cents per 100 lbs.

Docket 2727—(Hearing 10:30 A. M., November 18th)—Paints, dry, earth, in boxes, etc. Proposal to increase rates from Rate Basis 1 and 2 points to Eastern territory.

Docket 2729—(Hearing 11 A. M., November 18th)—Blocks, tile and rings, earthern, condensing, carloads. Proposal to reduce rates from Eastern territory to Rate Basis 1 and 3 points.

Docket 2738—(Hearing 3:30 P. M., November 18th)—Magnesite. Proposal to amend tariff so as to permit magnesite, moving from California to points in Groups D to J, to be milled in transit at Joliet, Ill., on through rate.

Docket 2739—(Hearing 10 A. M., November 19th)—Aluminum and aluminum articles, N. O. S., in bulk, carloads. Proposal to reduce rate, New Kensington, Pa., to California terminals and intermediates, from $3.25 to $2.50 per 100 lbs.

Docket 2742—(Hearing 10:45 A. M., November 19th)—Cosmetic lotion and florentine cosmetique. Proposal to establish same rates as apply on drugs and toilet articles, in lieu of present class rates, from Eastern points to California terminals and intermediates.

Docket 2743—(Hearing 11 A. M., November 19th)—Slabs, concrete or cement, reinforced building or roofing, carloads. Proposal to reduce rate, Chicago to California terminals and intermediates, from $1.12½ to 67 cents per 100 lbs.

Docket 2744—(Hearing 11:15 A. M., November 19th)—Oil, viz.: fish, nut, including cocoanut, seed including cottonseed and soya bean, in packages or in tank cars, carload. Proposal to establish rate of 34½ cents per 100 lbs. south and north bound for all above oils, between San Francisco and Los Angeles.

Docket 2747—(Hearing 10:30 A. M., November 20th)—Rails, relaying, carloads, from Nenzel, Nev., to San Francisco. Proposal to reduce rate to $7.50 per gross ton.

Docket 2748—(Hearing 10.45 A. M., November 20th)—Rolled wheat, carloads. Proposal to reduce rates from California terminals and intermediates to Eastern points.

Docket 2749—(Hearing 11 A. M., November 20th)—Wrapping paper, in boxes, crates or bundles, less carload. Proposal to reduce rates from Eastern points to California terminals and intermediates.

Docket 1522—Reduction in rate on fluorspar, carloads, from Tonuco, N. M., to various main line points in California, Oregon, Utah and Washington. Cancelled.

Docket 2656—Syrups, flavoring and fruits, crushed or whole, carloads, from California terminals and intermediates to Eastern points. Cancelled.

Docket 2751—(Hearing 10:15 A. M., November 21st)—Paper, bond. Proposal to include same and at rate named in Item 2675 when forwarded in mixed carload shipments with articles named therein.

Docket 2752—(Hearing 10:30 A. M., November 21st)—Calcium chloride, carloads. Proposal to reduce rate, Pittsburg, Cal., to San Francisco, from 11 cents to 4½ cents per 100 lbs.

Docket 2756—(Hearing 11:30 A. M., November 21st)—Ventilators (asbestos covered), carloads and less. Proposal to reduce rates from Pittsburg, Pa., to California terminals and intermediates.

Docket 2757—(Hearing 2 P. M., November 24th)—Fuel economizers, from Eastern points to California terminals and intermediates. Proposal to add same to Item 1705 of Westbound Tariff 1-R in lieu of present Class A rates on fuel economizers plus rates on boiler house equipment in Item 1705.

Docket 2761—(Hearing 2:45 P. M., November 24th)—Broom handles without metal fixtures, carloads. Proposal to reduce rates from California terminals and intermediates to Eastern points.

Docket 2762—(Hearing 3 P. M., November 24th)—Iron channels and angles, carloads. Proposal to reduce rate, Portland, Ore., to San Francisco, from 35 cents to 25 cents per 100 lbs., minimum 40,000 lbs.

Docket 2763—(Hearing 3:15 P. M., November 24th)—Nitrate of soda, carloads. Proposal to increase rate, San Francisco and other California points to Group J, from 50 cents to 60 cents per 100 lbs.

Docket 2765—(Hearing 3:30 P. M., November 24th)—Green salted hides, carloads. Proposal to reduce rate, El Paso, Tex., to San Francisco, from $1.25 to 75 cents per 100 lbs., minimum 36,000 lbs.

Docket 2773—(Hearing 11 A. M., November 25th)—Paper bags, carloads. Proposal to reduce rates from San Francisco to Benson, Ariz., Lordsburg and Deming, N. M., and El Paso, Tex.

BETTER TRANS-PACIFIC SERVICE NECESSARY FOR TRADE DEVELOPMENT WITH PHILIPPINES

Bureau of Commerce and Industry of Philippines Issues Statement

The Philippine Commercial Agency, with offices in the Merchants Exchange Building, represents in San Francisco the Government of the Philippine Islands, and its Department of Commerce and Communications and its Bureau of Commerce and Industry.

In conjunction with the San Francisco Chamber of Commerce, they have interested themselves in the securing of better steamship service, both freight and passenger, between the Islands and the Pacific Coast. Considerable previous data has been issued in this connection by the Chamber, and more recently the Philippine Commercial Agency has set forth its contentions and arguments on the subject.

This statement is contained in a very attractive pamphlet, copies of which are available to interested parties at the offices of the Philippine Commercial Agency, 639 Merchants Exchange Building.

NEW EXPRESS PACKING RULES TO BE INSTITUTED

Careful Study Should be Made by Shippers

The Chamber has just been advised by W. C. Kiefer, General Agent of the American Railway Express Co., that new express packing requirements will go into effect on December 10th. He has been advising express shippers to study the new rules, which have been approved by the United States Railroad Administration, so that they may be able to adjust their packing methods to the forthcoming new standards.

An extensive educational campaign is planned to explain to express shippers how the new requirements will operate in the various trades which depend upon the express service for the movement of the bulk of their output and also to instruct express employees regarding acceptance of matter for shipment under the new standards.

The American Railway Express Company is able to supply shippers with copies of the Supplement No. 5 to Express Classification No. 26, in which the new rules are outlined in detail.

COFFEE ARRIVALS

The Green Coffee Association of the San Francisco Chamber of Commerce reports the following arrivals during the past week with coffee consigned to members:

October 22, 1919—S. S. Newport, 5,725 bags of coffee.

October 18, 1919—S. S. Georgiana Rolph, 809 bags of coffee.

October 19, 1919—S. S. Annette Rolph, 222 bags of coffee.

October 27, 1919—S. S. San Jose, 2,000 bags of coffee.

November 4, 1919—S. S. Fairhaven, 3,072 bags of coffee.

September 16, 1919—S. S. Shinyo Maru, 9,912 bags of coffee.

MARINE DEPARTMENT

Owing to waterfront strike conditions a slight delay in sailing schedule has been announced by these lines. The China Mail S. S. Co.'s Steamer Nile for Hongkong, etc., has been changed from the 15th to the 18th of this month. The Pacific Mail S. S. Co.'s Steamer Santa Cruz for Calcutta, Singapore, Manila, etc., has been put back to the 18th of November.

The Steel Steamer Cockaponset is now receiving freight for delivery at Antwerp, Rotterdam and Hamburg, sailing about November 15th, in the European Direct Service of Williams, Dimond & Co.

The Java-Pacific Line Steamers Arakan leaving out November 20th, Soerakarta sailing December 10th and Tjisondari departing on December 20th for Java ports, will all take freight for Kobe and Yokohama.

The Steamer Xenia, ex-British Steamer Bellata, of 1801 net tonnage, arriving here last week from Australia via Hawaiian Islands has been fixed to load a cargo of barley at this port for United Kingdom. Westrope & Co. are the charterers who pay a lump sum for freightage.

A full cargo of canned pineapples was brought to port by the Matson Navigation Co.'s chartered Steamer Silverado from Hawaiian Islands on her last trip. 101,416 cases was the total.

With 1,517,000 feet of lumber aboard shipped by Gates & Co., the Barkentine Hesperian left the Columbia River on the 5th inst. for Durban.

Union Oil Company have let contracts for the construction of two tank steamers with carrying capacity for 87,000 barrels of oil, the same to be built in Southern California yards.

PLACEMENT BUREAU

DISCHARGED SOLDIERS AND SAILORS

326. Ex-Lieutenant, Aviator, honorably discharged, wants an opportunity to connect himself with a reliable firm where there is an opportunity to learn the business from the bottom up. Automobile, electrical or aviation preferred. Salary secondary consideration. Wants an opportunity to make good.

327. Honorably discharged Captain, age 36, possessing initiative force, executive ability and a thorough transportation experience, is open for a position as traffic manager or expert freight rate clerk.

328. Private secretary, American and British universities, specializing foreign trade, 18 months service as Sergeant-Major Combat Division. Previous to war last position held private secretary to General Manager Mining Company, Arizona. Age 30. Moderate knowledge French and Spanish. Traveled extensively.

329. Naval officer, age 29, experienced lawyer, holding third mate's ocean steamship unlimited license. Commercial experience, desires position. Interview any time.

330. Young man experienced in both clerical and mechanical lines desires employment where advancement is possible. Married. References.

331. Position wanted by industrious young man in the import and export business, have had several months training, familiar with all shipping documents, etc. Can furnish A-1 references.

332. Situation wanted by ex-Army Captain in some business concern. Willing to work in Orient. Two years four months experience in administrative work, also experience in managing small business.

GENERAL APPLICATIONS

1508. Technical man with ten years manufacturing experience desires connection with manufacturing concern where the value of technical direction toward increased efficiency in production is recognized.

1509. Russian speaking young salesman wishes connection with a firm in foreign trade.

1510. Married man, age 32, wishes position as assistant manager, will take any kind of office work. Chicago experience as well as San Francisco.

1511. Wanted position as manager of large apartment house or hotel. Thoroughly understands every branch in connection with such business and holds best of references.

1512. Transportation man, 19 years experience operating, traffic and executive with one of the largest carriers of the country, desires connection with live commercial concern where future can be measured by performance. Best reference.

1513. Wanted clerical position by young married man with twelve years experience commercial department public service corporation, and two years office manager. Can assist on books. First-class references.

1514. Shipping and export man, 10 years experience shipping and exporting, handling claims, marine insurance and traffic.

SPECIAL NOTICE

Wanted—By large firm, preferably single man, to buy Oriental oils and seeds. Probably located in Shanghai. Must have first-class credentials.

Knight-Counihan Printing Co.

SAN FRANCISCO
CHAMBER OF COMMERCE ACTIVITIES

GATEWAY TO PACIFIC
INCORPORATED JULY 17, 1911

Volume 6 | The Commercial, Financial, Industrial and Governmental Metropolis of the Pacific Coast | Number 47
Every Thursday ——November 20, 1919

Chamber of Commerce Submits Data to Labor Council with Regard to its Stand in Waterfront Controversy

Reply Outlines Reasons Which Have Forced Chamber to Oppose the Radical Spirit Which Pervades Riggers' and Stevedores' Union

The Board of Directors of the Chamber of Commerce, on recommendation of its Industrial Committee, has sent the following reply to the San Francisco Labor Council in response to a request from that body that the Chamber supply the Labor Council with a full report of the investigation upon which the Chamber, in a public statement, based the charge that the Riggers' & Stevedores' Union was an "anarchistic and revolutionary body."

John A. O'Connell, Secretary, November 19, 1919.
San Francisco Labor Council,
San Francisco, California.
Dear Sir:

In reply to your communication of November 12, 1919, requesting the San Francisco Chamber of Commerce to state upon what facts it based its public "charge that the Riggers' & Stevedores' Union is an anarchistic and revolutionary organization," we direct your attention to testimony adduced before the Grand Jury of this city; resolutions of the striking union itself; and to police department records of unlawful acts charged to members of the striking union.

On July 27, 1919, when preparations were being made for the present strike of the Riggers' & Stevedores' Union, the Riggers' & Stevedores' Union passed a certain resolution in which, in demanding to be given an interest in the ownership of the business of the Waterfront Employers and a representation on the Board of Directors, the covert threat is made that unless such demands are granted, this country shall run "red with revolution."

On September 23, 1919, the Riggers' & Stevedores' Union passed another resolution, while the strike was in progress, in which they defiantly "instructed" your own Labor Council to cease your proper demands that the striking union submit the question of the strike to a secret vote, which in the language of the resolution "would compel the union to announce just how many traitorous and weak-kneed individuals there are in our army." This resolution we have no doubt was forwarded to you.

The official testimony given before the San Francisco Grand Jury in the matter of the murder of Nelson S. Dunning on October 1, 1919, as well as subsequent information acquired by the Police Department, indicates very clearly that Nelson S. Dunning was foully murdered on October 1, 1919, by members of the striking union detailed on a mission of violence by officials of the union, and transported to the scene of the homicide in an automobile chartered by the striking union; that thereafter the murderers fled with the aid and knowledge of officials of the striking union. Two of the men indicted by the Grand Jury were subsequently surrendered into custody by the attorney of the striking union and their release effected upon bond offered or guaranteed out of the funds of the treasury of the striking union.

You will find in the public records of the police department a list of nearly forty public offenses charged against members of the striking union which range from murder to robbery, rioting, beating and maiming.

On last Saturday morning, a mob was organized by one Lane, one of the most rabid of the I. W. W. agitators belonging to the striking union, and under his leadership and direction several hundred men of the striking union proceeded from the headquarters of the striking union to certain docks upon which non-union men were laboring. Disregarding all police warning and ignoring all police instructions, direct orders were given by Lane and obeyed by these men to sweep aside the police and attack certain non-union men on their way to luncheon. One hundred and nineteen striking union men were arrested in this connection and charged with rioting, an indictable misdemeanor. These cases are still pending.

These circumstances, thus briefly referred to very clearly

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TOWNSEND BILL RECEIVES ENDORSEMENT OF CHAMBER

Report of Highways Committee Predicts Satisfactory Amendments

According to a report rendered to the Board of Directors of the Chamber recently by the Chairman of its Highway Committee, Adolph Mack, the bill proposed by Senator Townsend for a system of national highways will meet the present road needs of the country satisfactorily, with certain amendments which have practically been agreed to by Senator Townsend.

These amendments have to do with the enlargement of the proposed highway commission which would dictate the operation of the work under the terms of the bill, increasing the number of commissioners from three to five and making the financial reward large enough to secure the best men available. Another amendment provides for the amount of construction to be done in each State making it mandatory to build two highways in opposite directions connecting each State in the United States before any further Federal roads are built in any State.

The Board of Directors adopted the report of its Highway Committee in this connection and also approved an additional report rendered by Mr. Mack in connection with the recent highway meeting in Reno, Nevada.

Nevada Highway Needs Outlined

Mr. Mack also reported to the Board of Directors that as a member of the Highways Committee of the Chamber, he had attended a meeting in Reno, Nevada, on Saturday, November 15th.

This meeting was called by a group of Nevada men interested in the immediate building of a road across Nevada which would connect the highways of Utah with the highways of California.

There was some discussion as to the proper routing of this highway across Nevada and the meeting which was attended by delegates from the three States, Utah, Nevada, and California, finally endorsed what is known as the "northern route," which follows the railroad through the State, in preference to the route decided upon by the Lincoln Highway Association which, it was pointed out, would cost a great deal more to build.

It was brought to the attention of the Reno meeting that three of the Northern Counties of Nevada had voted an appropriation of $450,000 to be expended on a road through Nevada, provided this amount of money was matched by an equal sum from outside sources.

In view of the benefits to be derived from California and also some of the Eastern States, by a highway through Nevada, it was felt that this provision calling for outside help was justified on the part of the Nevada people.

The proportion of the money to be furnished by California was not decided upon at this meeting, but was left to the discretion of a committee headed by L. A. Nares, formerly president of the California State Automobile Association. Mr. Mack is also a member of this committee which will decide ways and means for the raising of this good roads fund.

SHIPS PROMISED FOR PACIFIC COAST TRADE

Shipping Board Head Gives Report on Return from Washington

H. H. Ebey, Assistant Director of Operations of the United States Shipping Board, advises that as a result of conference in Washington with Shipping Board officials, he was given assurance that the members of the Board were in favor of allocating to the Pacific Coast at least one-half of the seventeen passenger ships now building. This will include some of the palatial 535-foot passenger liners under construction on the Atlantic and it is expected that they will be in operation between Pacific Coast and Oriental ports before June, 1920.

Regarding the disposition of these ships, Ebey has the following to say:

"Although the Pacific Coast and San Francisco in particular may rest asured that eight or ten of the new passenger liners will be allocated here, this does not mean that the battle is over. The Eastern seaports are still waging a hot fight for the assignment of all the liners they can get.

Arguments Needed

"It is up to the entire Pacific Coast and San Francisco especially to get together and prepare all of the pertinent facts possible to prove to the Board that not only are ten ships needed here, but many others.

"The Shipping Board has always had in mind the allocation of passenger ships to the Pacific Coast. These vessels were designed during the war period as troop transports, but are now being converted on the ways into passenger liners. They are modern in every respect.

"That the Shipping Board is keeping closely in touch with the situation on the Pacific is evidenced from the fact arrangements are now being made to establish a system of 'feeder ships' to operate along the Asiatic Coast. These will gather passengers, mail and freight to be assembled at the main ports and when this scheme gets into working order it will result in a vast increase in the volume of business to be handled by the American ships. These vessels will be of the 3,500 to 4,000 ton class. Too small to be used as carriers across the Pacific, they will serve a useful purpose in the Far East."

POSITION OF UNITED STATES AS CREDITOR NATION TO BE TOPIC OF FOREIGN TRADE CONVENTION

Information just received at the headquarters here for the Pacific Coast Committee for the forthcoming seventh annual national convention of the Foreign Trade Council states that one of the chief problems to be considered at the convention next May will be the increased importance of the United States with reference to foreign trade particularly now that this country has become the creditor nation for the world. One entire session of the convention will be devoted to the consideration of this problem.

According to Mr. O. K. Davis, of New York, National Secretary of the Foreign Trade Council, another important subject to be taken up will be that of a survey of foreign markets with special consideration to American products capable of developing for foreign trade. Mr. Davis states that still another paramount problem will be a study of American products and commodities capable of expansion for foreign trade.

It will also be a matter of policy, according to Mr. Davis, to enlist the special cooperation of Chambers of Commerce located in centers of production particularly interested in foreign trade.

For the sessions of the convention the Pacific Coast Committee have secured the civic auditorium. The Pacific Coast Committee of the National Foreign Trade Council is composed of the following: Robert Dollar, J. J. Donovan, William Pigott, H. F. Alexander, M. H. Houser, F. J. Koster and J. K. Armsby.

The committee in charge of the convention is composed of the following: Frederick J. Koster, Chairman, President of the California Barrel Company, San Francisco; Robert Dollar, President of the Robert Dollar Company, of San Francisco and J. K. Armsby, President of the California Packing Corporation, San Francisco. C. P. Converse, Manager of the Foreign Trade Department of the San Francisco Chamber of Commerce, is secretary of the Pacific Coast committee in charge of arrangements.

"DRIVES, DRIVERS AND DRIVEN"

The Charities Endorsement Committee Recommends to the giving public a full reading of the following article

Under the above heading, a timely article appeared in the Saturday Evening Post of November 8, 1919, from which the following is reproduced:

The fall drives are on, the winter ones are coming and the spring ones are being planned. And they are being planned along the lines of the President's prescription of force for the Germans—without stint. No one who wants money seems able to think in terms of anything except a million or multiples thereof—also without stint. There are no pikers, no pessimists in the ranks of the drive promoters when they talk in terms of other people's money.

A good many of the professional promoters thought that they must be dreaming when they found how easy it came during the war. When they find how hard it comes this year they are going to wake up. The giver is getting to be a little hard-boiled; he wants to be shown, and properly so. During the war, charities for the support of indigent grafters, titled, near-titled and finger-printed, were common; entertainments that split fifty-fifty between the refugees and the ballyhoo boys were given almost daily; and bazaars that returned thirty cents net and a handsome amount of charity jazz to the innocent ladies in charge, while the promoters wheeled away the "important money" in pushcarts, were not unknown.

So far as the effect on the country goes, money given to a wasteful or unnecessary charity is just as badly spent as if it were handed directly to a grafter.

Any organization that is asking you for money should first show exactly how it has used that already given to it and at the same time present a detailed budget setting forth how the new sums demanded are to be expended. It should prove that it is asking for a minimum, not a maximum amount; that an undue proportion of its receipts are not going for publicity and drive expenses, for salaries and commissions to professional promoters, puffers and solicitors; that it is not duplicating the work of better-equipped agencies in the same field; that its program is constructive and calculated to lift people up to a place where they can help themselves; and that it is one of genuine humanitarianism, not sloppy sentimentalism.

It is the plain duty of everyone before giving to any organization to post himself on it thoroughly. It is equally his duty to exercise a certain amount of discrimination in choosing between charities. There are certain home debts that must be discharged before one is free to spend abroad. Because almost everybody is giving to a certain object, because friends and neighbors bring pressure to bear on one, because one is cornered and afraid or ashamed to say no—these are the three worst reasons in the world for saying yes, but they influence more people in their giving than conscience or conviction.

This year charity does not begin aboard, though it still has a big job there. Our first duties are to our home hospitals; tubercular sanitariums; children's societies; charity organizations that seek to alleviate distress temporarily while aiming to make the one helped a useful, working member of society; educational institutions, provided the money is used this year for salaries and not for frills; housing and slum improvement work; civic organizations that are genuinely concerned with better government and are actually getting it, and so on up the line.

Wise charity will decrease, unwise increase, the cost of living. The latter is simply another tax, lightly imposed, wastefully spent.

The time has come when we must turn over our foreign work to a few large, well-manned and well-equipped agencies like the Red Cross, concentrate under the big top and take the wagon shows and the side shows off the road.

We do not wish to minimize the need for giving, but to emphasize the need for sane giving. Unfortunately, among the promoters and solicitors in almost every drive there is an element that is impatient of convictions that do not square with theirs in the matter of giving—busybodies with other people's philanthropies. They are open-handed folk, who could always spend a millionaire's money to better advantage than he does, and would always give more freely than the old tightwad—if they had it. But they never have it. There are no worth-while charities in the world except those that they happen to be driving. They are the only authorized recording angels of philanthropy. If your name is not in their little book you are damned. And if it is you are damned, because the sum beside it is not larger.

There is little doubt that all the various organizations asking for large sums will find it impossible to raise them this year. It is not desirable that all of them should. And some of these promoters who are always saying that it is just as easy to raise a million as a hundred thousand should be shown that it is not. The organization that asks for a million this year should be made to do a lot of explaining before it gets it.

Because charity means goodness and benevolence, we assume that almost any enterprise that calls itself a charity is worthy; that the mere use of the word and the declaration of a philanthropic purpose assure virtue; that money intrusted to a charitable organization, even if we know that those in charge of it are unbusinesslike in ordinary affairs, will be expended prudently; and that methods that would bring censure and bankruptcy to a store will in some mysterious way bring good results in philanthropy. It was because of this curious attitude that such an appalling number of fakes and fakers flourished during the war; that so much money was given without any real investigation to burglars, second-story men and perfectly honest but perfect fools of men and women who operated in the name of charity. All that is not only a charge on living costs, but on honest constructive philanthropy.

Faith, hope and charity—these three, with "Show me!" as an imperative fourth. The faith that investigates before it believes is the only faith worth having.

(Continued from first page)

substantiate our original statement that "this strike was conceived in a revolutionary and anarchistic spirit, and has been conducted in a flagrantly lawless manner and with total disregard of the public interests."

The Chamber of Commerce will ever oppose all movements against the authority of law or for the destruction of American institutions, and in this attitude feels confident that it has the active support of this community.

Yours very truly,

SAN FRANCISCO CHAMBER OF COMMERCE,
By Atholl McBean, President.

UNIVERSAL DAYLIGHT SAVING ENDORSED

The Board of Directors at its meeting on Tuesday went on record as being in favor of a national daylight saving policy, but as opposed to local laws compelling daylight saving.

It was pointed out that endless confusion would result from the institution of daylight saving in San Francisco if the other parts of the country, particularly in the vicinity of San Francisco, were to operate under the present arrangement.

San Francisco Chamber of Commerce Activities

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For What You Want to Know —— Call KEARNY 112

DEFINITION OF EXPORT TERMS

Conditions at This Port May Require Local Explanation as to Meaning

The Foreign Trade Department, in view of requests from members as to the accepted meaning of export terms, such as F. O. B., F. A. S., C. I. F., etc., has taken up the matter with various other communities who have had the same problem presented to them. Communications were sent to all the large ports and several replies have been received.

The National Foreign Trade Council advises that a committee has been appointed to take up this matter, and that preparations are under way for a meeting of the representative commercial organizations of the East at which it will be endeavored to reach, if possible, definitions of simple export quotations.

Particular situations arise at various ports, however, which no broad general definition can cover. For instance, the question arises as to who would pay the wharfage under a F. A. S. quotation. This might vary in different ports dependent on the wharfage charge. Many other questions which are complicated by local angles cannot be covered by general definitions which may be outlined by the Foreign Trade Council, and the Foreign Trade Department will endeavor to obtain the additional information necessary to make the meaning of the terms used by San Francisco firms as accurate as possible.

FOREIGN TRADE OPPORTUNITIES

3401. Osaka, Japan. Japanese firm desires to be put in touch with importers and exporters desiring to establish business relations with them for the sale of American goods in Japan and Japanese goods in America.

3402. Wellington, New Zealand. Established firm desires to get in touch with manufacturers of fancy goods, toys, toilet articles, stationers' sundries, and other goods suitable for the tourist trade.

3403. London, England. Firm desires to communicate with California packers of fruits and vegetables desirous of having representatives for the distribution of their goods in Europe and Australia.

3404. Shanghai, China. British firm desires to be put in touch with importers of Chinese products, such as raw silk, silk piece goods, hemp, hides, bristles, tobacco, tea, casings, dry and liquid egg products, nuts, seeds, vegetable oil, etc., and exporters of metal, glass, typewriters, canned goods, wines, dyestuffs, tin, iron and steel products, glue, paints, woolen goods, rubber goods, etc.

3405. Leipzig, Germany. Party would like to get in touch with firms seeking a representative for the distribution of their goods in Germany.

3406. Dundee, Scotland. Firm desires to get in touch with exporters of the following articles for shipment to Russia: dried fruits, cloth (all kinds), boots, sole leather, kid leather, sewing machines, needles, iron and steel wire, iron and brass screws, nails, paints, aluminum, graphite (moulders) typewriters, motor cars, tractors, ploughs. Payment terms, cash against shipping documents.

3407. Mazatlan, Mexico. Party desires to be put in touch with firms handling smoking stands, smoking sets, ash trays, etc.

3408. New York, N. Y. New York firm would like to get in communication with manufacturers who are desirous of having their goods sold in South America, New Zealand and Europe, also for the sale of goods to other export firms in New York City on an exclusive agency arrangement.

3409. Havana, Cuba. Commission merchants wishes to be put in touch with a reliable concern handling rice, beans and peas, desiring connections in Cuba.

MEXICAN OIL

Melchoir Eyssautier, Apartado Postal Num. 5325, Mexico, D. F. is in position to contract for the sale of several million barrels of oil, which can be put on board vessels at the port of Tampico. The oil (petroleum) run from 12 to 13 degrees Baume test and production varies from 2,000 to 30,000 barrels daily. He is also in the market to dispose of several producing oil wells in the same district.

FOREIGN TRADE BREVITIES

An unofficial analysis of the reports of 259 British Industrial Companies, shows $84,215,710 in net profits as against $87,195,585 for the preceding year.

It is reported from Berlin that "workless support bonus" is proving a heavy drain on the Treasury. Unskilled workmen out of jobs are receiving more for idleness than they would earn if they returned to labor.

Flood conditions caused a tie-up in electrical power, temporarily interfering with the cocoanut oil industry in Manila. A nominal offer of 36 cents per kilo finds no takers due to the fact that there is no oil for delivery. Floods also interfered with the barge and lighter traffic on the Pasig River.

Hongkong reports a big boom in peanut oil on account of heavy buying by the United States. In 1918 only $230,145 worth of oil was sold on this market, while 1917 reports indicate the movement of $203,706 worth. The first nine months' of this year are recorded at $1,269,386.

Japan is buying large quantities of ammonia sulphate from the United States. An order for 10,000 tons is reported as having been placed recently. Britain formerly supplied Japan with this commodity.

Lack of rain will result in the peanut crop of Shantung being far below the average yield. It is estimated that the crop will probably amount to no more than 100,000 tons, whereas in 1918, 600,000 tons were secured. Shipments from Shantung pass through Shanghai, Tientsin or Tsingtao.

The Jugo Slav Government plans to send a commission to the United States to study commercial, financial, agricultural and educational conditions with a view to establishing closer relationship. The Government also plans to secure credits from an American syndicate to guarantee its financial system.

The Bureau of Commerce reports that three large shipbuilding corporations are planning to locate in Peru. One will be of American nationality, the others British and Italian.

SAN FRANCISCO DELEGATE TO THE INTERNATIONAL TRADE CONFERENCE REPORTS WORK OF FOODSTUFFS COMMITTEE

C. H. Bentley Points Out Present Trade Difficulties

Long Term Credits Must be Extended by American Sellers

A complete report of the Foodstuffs Committee of the International Trade Conference has been given to the Chamber by C. H. Bentley, a representative of this organization at the recent conference at Atlantic City.

In view of the importance attached to all findings of this conference and particularly to the foodstuffs situation, the report of this committee is herewith given in full:

To the Executive Committee of the International Trade Conference:

> Your special Committee on Foodstuffs, with twenty-four attending members out of twenty-seven appointed, representing in their interests a wide variety of American nature foods and prepared products and coming from all over the country, from the Pacific to the Atlantic Coast, has held meetings with the appointed representatives of each of the foreign missions.
>
> At these meetings, the food situation, at the present and for the coming year, of Belgium, France, Italy and Great Britain and the disastrous results on each of these countries on the food conditions, especially in the way of lessened production and restricted importations, produced by the war, and the efforts being made in each country, to meet and remedy these conditions by controlled food use and stimulation of production, together with detailed statistical statements of the food importations needed by each of these countries during the period until the harvests of 1920, especially the needed importations from the United States, have all been presented and fully discussed.

Exchange Rates Unfavorable to Foreign Buyers

From the lists made by the foreign representatives of their needs of food importation from America and the statements made in the discussions of these lists by the American Committee members, representing the production and handling of all these various foodstuffs desired by the European countries, it is apparent that there exists, or will be produced during the period voted, a sufficient American surplus to provide practically all the foodstuffs listed on the quantities asked for.

But it is also apparent that the Governments and buyers of the foreign countries are faced with certain serious difficulties in the financing of their purchases from the United States, the chief of which is the matter of the exchange rates which at present are greatly to the disadvantage of the foreign purchasers.

The principal remedies suggested for meeting this major difficulty were two. One, especially made by the foreign representations, is the extension of long term credits by American sellers to the European purchasers. The other, especially made by the American committee members, is the high desirability of increased exportation from the foreign countries to America of any and all of their own special products suitable for the American trade. A most sympathetic attitude toward both of these matters was exhibited by the committee members and various practical suggestions were made by gentlemen of the committee looking toward the realization of these remedies.

In connection with the matter of increasing the American use of the special food products which could be provided by the European countries, it was especially suggested that the foreign sellers would attempt a wider and more general distribution of their products in America, and in particular should arrange to avail themselves of the already existing American trade organizations and domestic system for exploitation and distribution. It was stated by various gentlemen of the Committee, representing certain large American food trades that there undoubtedly exist great possibilities in the way of extending in this country, particularly at present, the use of many high grade special food products of the European countries represented at the conference.

Temporary Credit Plan Suggested

In connection with the matter of the need for special temporary credit arrangements for the European purchasers, the Committee, being particularly impressed by the peculiar needs of the countries associated with us in the war for the importation from the United States of large quantities of cereals, both for human consumption and for the rehabilitation of their national herds, suggests to the Executive Committee that sympathetic consideration be given to the idea of making recommendations to the President in this matter. It may be appropriate to suggest that as a matter both of wise policy and of an extension of our humanitarian efforts in behalf of our stricken associates in war—efforts which cannot entirely cease with the ending of the war if our voluntarily accepted obligations to our associates are to be fully met—the President should exercise his authority under the Food Control Act to the end of making special arrangements to provide these needed cereals in such quantities and on such terms of credit as may seem to him wise and safe. It is fully realized by your Committee on Foodstuffs that the matter of finance and credit is the particular province of a special committee on those matters. But the conferences of the Foodstuffs Committee with the foreign missions have developed so clearly the fact that the only serious difficulty, both in the fully meeting of the absolute food needs of our associates in war and in the development of a desirable foreign market for the American food supplies created by the stimulated production due to war situation and of any surplus that may be continued to be created, is that of a satisfactory arrangement for a temporary unusually sympathetic treatment of the foreign buyers as regards finance and credit, that your committee is constrained to make as a special recommendation to you the high desirability of a strong effort to effect such an arrangement.

Further Meetings will be Mutual Help

Your committee has been strongly impressed by the great mutual advantage that can accrue to America and to the European countries by a continuation of such conferences as the present, and strongly recommends that some form of permanent international organization be effected which will insure this continuation.

In concluding this brief report, your Committee wishes to express through you to the foreign missions, its appreciation of their full and frank statements regarding the food situation in their respective countries and the pleasure of the members of the Committee in having had the opportunity of an enlightening personal contact with the distinguished

(Continued on page 414)

INTERMOUNTAIN RATE CASE HEARING
Salt Lake Meeting Attended by Representatives of Chamber's Traffic Bureau

So far as the Pacific Coast is concerned, the recent hearing at Salt Lake City was very satisfactory, and it is believed that there need be no worry concerning the future rates at the coast cities. This was the message brought back by H. M. Remington, Assistant Manager of the Traffic Bureau, who in company with Seth Mann, Attorney and Manager of the same bureau, attended the Salt Lake hearing.

The hearing had to do with the old contention of the intermountain cities that they should enjoy lower rates than those which obtain from Eastern defined territory to the coast terminals. It extended from November 6th to 12th inclusive, and was conducted by Interstate Commerce Commission Examiner Thurtell.

Mr. Leonard Way, Rate Expert of the Public Utilities Commission of Idaho, and Mr. H. W. Prickett of the Traffic Bureau of Utah both presented plans under which they stated the result desired by the intermountain communities might be obtained. Apparently the Examiner did not concur, and before the hearing concluded it was decided that traffic officials of the United States Railroad Administration would present a plan to all parties at interest, upon which criticism and comment would be received by the Commission before a decision was rendered.

It was shown at the hearing that water competition through the Canal was slowly but surely returning and witnesses for the defendant carriers stated that this being so, water-compelled rates should be put in effect from Eastern defined territory through the terminals.

At the conclusion of the hearing Mr. Mann proceeded to Chicago to resume his duties with the Western Freight Traffic Committee.

THE PRESERVATION OF THE MISSIONS

Considerable local and State-wide interest is being manifested in a campaign for the restoration of our California Missions.

Twenty-one of these historic missions were builded in California by the Franciscan fathers, who brought civilization to California in those fateful days when our own forefathers were establishing freedom on the Atlantic seaboard.

Through indifference and neglect many of these missions have been permitted to fall into decay, and will, unless soon restored, be entirely lost as historical land marks.

The Chamber of Commerce is heartily in sympathy with any movement which has as its object the reconstruction and preservation of all of the old Missions—realizing the sentimental as well as the commercial value to the State, as nowhere else in this country can be found so interesting a group of historical land marks.

CAR SITUATION IN SAN FRANCISCO

The San Francisco Terminal Efficiency Committee presents some figures showing loading of certain commodities in California during the month of September, 1919, as compared with the month of September, 1918, to which the shipping public should give immediate and careful attention. The loss of car space in these days of car scarcity means loss in volume of business handled, which in turn means loss of net revenue not only to the shipper but to the carrier as well. The figures presented reflect the percentage of car capacity utilized, and when it is remembered that cars can be loaded to ten per cent above the marked capacity, the loss is easily obtainable.

No. of cars loaded	Commodity	Per cent of capacity utilized 1919	Per cent of capacity utilized 1918
763	Wheat	95	101
261	Corn and Oats	77	94
1560	Sugar	89	106
2519	Canned Goods	96	100
460	Brick	92.5	97
267	Beans	90	97
211	Salt	83	97
80	Rice	98	109

The Traffic Bureau urgently recommends that members do everything possible that will tend toward the conservation of space in equipment loaded and unloaded by them.

COTTON HEARING AT CHICAGO

Chairman A. C. Johnson of the Western Freight Traffic Committee advises the Traffic Bureau that his Committee will on November 24th, at 11 A. M., consider the question of export rates on cotton from Texas to San Pedro.

ESCH-POMERENE BILL

The representative of the Chamber of Commerce in Washington, D. C., telegraphed the Traffic Bureau under date of November 15th that the House of Representatives had voted down the long and short haul provision contained in the above bill.

(Continued from page 413)

representatives of those countries are to be held especially sympathetic memory by us having been associated with our own country in the successful prosecution of a righteous war for liberty and humanity.

Committee on Report and Resolutions,
(Signed) Vernon Kellogg, Chairman.
C. H. Bentley.
E. B. Deming.

European Production Must Be Encouraged

In relating his views of the general results of the Trade Conference, Mr. Bentley also has the following to say:

"Supplementing the report given to you by other delegates and without commenting further on the obvious necessity for relief in the form of financing, it seemed to me that the thought advanced by Mr. Bedford, Chairman of the Executive Committee, in his opening address sounded the key-note of the Convention. It is related particularly to the danger of legislation likely to hamper and delay the natural readjustment of exchange. While the floating of foreign loans in this country seems to be necessary in order to maintain the present high state of industrial and agricultural activities and while such loans, if accomplished, will tend to maintain the present high level of prices, it is obvious that there must be a reaction and that no permanent remedy can be found for our troubles in finance and exchange until the European countries are put on a productive basis. This they cannot reach until they can find foreign markets for their products. In short, we must buy more and more of their goods if we expect to continue selling. Under such conditions it seems obvious that our influence should be used to discourage unnecessary legislation which will tend to restrict the importation of products which cannot be produced to better advantage in this country. In short, all such restrictive legislation—whether embargoes on imports and exports, or tariffs, or whatnot—should be determined, not merely in the light of those principles which have governed in the past, but full consideration should be given to the necessity for assisting our late associates in war to reach a productive basis—not merely to insure a market for our own wares but in order that peace and order may be re-established for them and for ourselves."

SAN FRANCISCO DISTRICT FREIGHT TRAFFIC COMMITTEE—DOCKETS

Docket 1738—Cotton seed oil, in packages, or in tank cars, carload, from Los Angeles to San Francisco. Cancelled. Docket 2744, dated November 5th, has been issued to cover this adjustment.

Docket 2768—(Hearing 10 A. M., November 24th)—Cancellation of obsolete rates on the following commodities: Fresh fruit, less carload, from Morganhill and Capitola, Cal., to San Francisco; canned goods from Walnut Grove, Cal., to San Francisco; quicksilver, in iron or steel flasks, carload, from Tecoma, Nev., to San Francisco; sugar, carload, from San Francisco to Modesto; sulphur, crude, carloads, from Little Lake and Mabel, Cal., to San Francisco.

Docket 2707—Forest products, straight or mixed carloads, from San Francisco to points in Mexico. Cancelled.

Docket 2776—(Hearing 10:15 A. M., November 26th)—Angle iron, carloads. Proposal to increase minimum weight from 50,000 lbs to 60,000 lbs., San Francisco to Rockford, Ill.

Docket 2778 (Hearing 10:30 A. M., November 26th)—Common salt, carloads. Proposal to establish rate of 19 cents per 100 lbs. from San Francisco and Leslie, Cal., to Bakersfield, Fresno, Red Bluff and Redding, Cal.

Docket 2779—(Hearing 10.45 A. M., November 26th)—Proposal to include "Pickles in wood, or in tin or glass" in description now carried in Southern Pacific Tariffs Nos. 616 and 730 on canned goods, carloads, applying from various points in California to San Francisco.

Docket 2782—(Hearing 11:15 A. M., November 26th)—Salt, carloads. Proposal to reduce rate, San Francisco and Leslie, Cal., to Klamath Falls, Ore., from 57 cents to 50 cents per 100 lbs.

Docket 2788—(Hearing 10:30 A. M., November 28th)—Clay, carloads. Proposal to reduce rate, Elko, Nev., to San Francisco, from 44 cents to 35 cents per 100 lbs., minimum 80,000 lbs.

FIGHTING THE PLUMB PLAN

United States Chamber Reports Interest in Railway Plan Endorsed by That Body

The National Chamber has recently entered upon an active campaign of education in order to secure early legislation which will assure successful operation of the railways under private ownership. This campaign is made the more necessary by the fact that those behind the Plumb plan for government ownership of the railways and the nationalization of all industry are distributing large quantities of pamphlets and have announced that they expect to raise over a million dollars for publicity in favor of their ideas.

Several months ago the National Chamber sent out to over 1,200 organization members Referendum 28, containing the railway plan worked out by its Transportation Conference. This was overwhelmingly endorsed, was laid before Congress August 18th, and has had great weight in shaping legislation. Six of the leading plans before the Senate and House embody the main principles contained in the Railway plan of the National Chamber. The Cummins bill, reported out by the Senate sub-committee, differs from it in only its anti-strike provision and in slight details.

Since August 18th the National Chamber has secured much publicity for its railway plan. Many thousands of pamphlets have been sent out, including 107,000 charts showing various proposed plans for railroad legislation, including the Plumb plan. The 1,200 constituent member organizations have been urged to bring this important matter before their respective communities and to urge upon their representatives in Congress the principles endorsed by the National Chamber. Over 100 cities have very actively supported the Chamber in this campaign and have asked for from 50 to 500 publications each for distribution. National trade organizations have given similar support. News bulletins have been sent to 92 house organs for publication. A news story two-thirds of a column long has been sent out through each of the 48 states and published in 1500 papers. Hundreds of editors wrote in warmly approving this course. Publications have been sent to 100 public libraries of our largest cities, to 250 special libraries, and to nearly all the State Universities. Many of the latter have requested extra copies for use in their extension departments. The "Nation's Business" covered the whole situation in its October issue.

Chairman Post of the Chamber's Railway Committee has been in constant touch with members of the House and Senate and with the two Congressional Committees on Interstate Commerce. Addresses have been made by representatives of the Chamber, and a very active speaking campaign is being contemplated.

Everything possible is being done by the National Chamber in favor of a sane, constructive plan for early return of the railways to private ownership. That its efforts are appreciated was shown by the statement of Senator Curtis of Kansas, who said, "The Chamber of Commerce of the United States has set an example of how to present useful information to Congress which others engaged in similar work could follow with profit."

NATIONAL CHAMBER NEWS NOTES

Referendum 29, proposing needed legislation which will cover the whole question of our merchant marine, of vital interest to the Coast, has just been sent out to the constituent members for consideration.

Statistics compiled by the Federal Trade Commission indicate that 4,434,677 tons of all kinds of paper were produced for the first nine months of this year. Figures indicate that news-print production will be about same as 1917, or 6 per cent over 1918. All other grades show a decreased production.

The Federal Reserve Board states that the time is approaching when financial plans of the government will cease to be the important factor in shaping Reserve Board policies and rates. All conditions in the banking situation confirm it in the view that in the application of its discount policy an advance of rates should no longer be deferred.

Parcels now accepted by Post Office to Southern Tyrol, Trentino, Istria and places in Dalmatia occupied by Italians at same rates as to Italy proper. A weight limit of 11 pounds at rate of 12 cents a pound has been established for Czechoslovakia.

Coupons attached to bonds, debentures or certificates of indebtedness are not subject to stamp tax, if they impose no obligation not imposed by principal instrument. Interest coupons attached to promissory notes, however, if they are themselves promissory notes separable from principal instrument, are subject to tax.

The Sugar Equalization Board states there has been delivered for domestic consumption from January to September 3rd, 263,000 long tons of refined sugar, 22.5 per cent increase over same period of last year.

SURPLUS MATERIALS ADVERTISED BY EMERGENCY FLEET CORPORATION

The following information has been received by the San Francisco Chamber of Commerce:

The Emergency Fleet Corporation has available through cancellation of its war program a large quantity of surplus materials, comprising boilers, engines and auxiliary equipment, piping, valves, electrical supplies, steel plates, shapes, bars, etc., plumbing material, yard and ship handling devices, ship and woodworking machinery and tools, railroad equipment, and large lot of miscellaneous supplies, which they are desirous of disposing of as promptly as possible and in a manner that the consumer will secure benefit from the prices, which are considerably below the present market.

Any inquiries to the Home Office, Supply and Sales Division, 140 No. Broad St., Philadelphia, or to the District Office which is located at the Northwestern Bank Building, Portland, Ore., will receive prompt attention.

EASTERN REPRESENTATION

The Board of Commerce of Detroit, advise that they have frequent requests from Detroit business men and members of their organization regarding representation in Detroit of western concerns. Any business house in San Francisco desiring to secure such representation is invited to so advise the Detroit Board of Commerce and the matter will receive publicity through their official bulletin, "The Detroiter."

NEW COMMERCIAL ORGANIZATION

Word has just been received of the organization of a Chamber of Commerce in Pittsburg, California. The new body starts out with a good membership, considering the size of the town.

W. E. McDermott has been elected President, G. Todero Treasurer, and W. W. Moore, Secretary. It is asked that anyone wishing information regarding Pittsburg, address the new organization.

MARINE DEPARTMENT

W. R. Grace & Company have notified the department that the following named vessels will be ready to take cargo: For Scandinavian ports: Swedish Motorship Pedro Christophersen, net tonnage 3,973. For Peru and Chile: Steamer Santa Inez, net tonnage 955, and the Steamer Santa Rita, net tonnage 915. All vessels will get prompt dispatch. Reservations for freight space now ready.

United States Army Transport Mt. Vernon, 7,564 tons register, will commence to load outward cargo for Honolulu, Vladivostok and Manila. The next transport to arrive here will be the Sheridan due to arrive about December 5th. Will have troops aboard from Siberia and Manila.

Oceanic Steamship Company's Steamer Ventura left Sydney on the 12th for this port; stops will be made at Pago Pago and Honolulu. The liner is heavily loaded with freight, and is bringing a full passenger list.

U. S. Steamer Bath came down from the river, and started to load general cargo for the East Coast, among which there will be a large shipment of hemp.

The motorship Libby Maine has been chartered by the Pan-American Line, who will load her at this port November 14th, sailing 22nd for ports in Mexico and Central America.

The U. S. Steamer Marica, 5,453 net tons, sailed from New York on November 10th via Baltimore for San Francisco, consigned to the U. S. Quartermaster Department.

Ship Muscoota left this port last week for Manila carrying 88,000 cases case oil shipped by the Standard Oil Company.

Steamers West Caddoa and Hathaway steamed away bound to Manila, the former loaded out by the Pacific Mail Steamship Company, and the latter by Struthers & Dixon. Both freighters were constructed at this port and are on their maiden voyages.

Captain Mont Eton of the Ship Muscoota, officially reported to this department last week, that his ship was 100 per cent and was presented with a Red Cross flag, which the big ship flew as she towed out of the port.

PLACEMENT BUREAU

DISCHARGED SOLDIERS AND SAILORS

333. Discharged Captain U. S. Army, 26 years of age, college education, B. S. degree, working knowledge Spanish, also speaks a little French and Russian, desires position where there will be an opportunity to demonstrate ability to produce results. Would like position out of the United States, and willing to go anywhere. Will also accept position in United States. Three years experience as both an executive and administrator in the government service. Best references.

334. Former officer, age 28, married, desires connection with concern where advancement to executive is possible. Eight years experience in manufacturing and railroad business. First class secretary, stenographer or all around office man.

335. Ex-Lieutenant Q. M. C. honorably discharged, desires position as office manager or position of executive or responsible nature. Thoroughly experienced most modern office practice. Knowledge of accounting, correspondence, capable of directing office force or taking full charge. References.

336. Ex-First Lieut., honorably discharged, wants position with some agricultural concern. Graduate of University of California, has knowledge of French, Spanish and Russian. Five years experience in supervising land development in California.

337. Young attorney desires to work several hours per day as correspondent, office assistant or outside man, thoroughly familiar with handling public, credit matters, etc.

GENERAL APPLICATIONS

1514. Executive, university graduate, age thirty-two, married, twelve years successful business experience, six years on Pacific Coast, desires position in any line of business where tactful, intelligent well-directed, loyal effort will produce a real future. Experienced as salesman, sales correspondent, branch manager, sales manager, export manager and purchasing agent. At present employed. Can furnish unquestionable references.

1516. Wanted position as accountant or auditor with firm where there is opportunity for advancement. Will furnish first-class references, best of recommendations, and bond.

1517. Young energetic man thoroughly familiar with all lines of export and import. Oriental experience. Speaking three Oriental languages. Excellent references.

1518. Executive: Several years assistant manager of local wholesale establishment. An expert correspondent, accustomed to handling claims and adjustments, credits and collections and a specialist in sales promotion work. A man of energy, intelligence and ability, age 34.

1519. Young sales manager with successful record desires connection with local manufacturer. Experienced in organizing training and supervising sales force of nationally organized corporation. Have had personal contact with grocery, hardware, paper and building material jobbers and dealers from Fresno to Anchorage, Alaska. Would consider investment in small manufacturing business capable of big development.

SPECIAL NOTICE

Wanted by Import-Export House Spanish correspondent to handle and develop their Latin-American business. One thoroughly experienced in import-export practice only. Excellent opportunity with growing concern.

Knight-Counihan Printing Co.

SAN FRANCISCO
CHAMBER OF COMMERCE ACTIVITIES

Volume 6 | The Commercial, Financial, Industrial and Governmental Metropolis of the Pacific Coast | Number 48
Every Thursday ——November 27, 1919

Australian Trade Conditions Reviewed by Commissioner Mark Sheldon

Future Business from Pacific Coast Dependent on Passenger and Freight Vessels

Branch of Commissioner's Office May be Located on Coast, Probably in San Francisco

Members of the Chamber of Commerce who are interested in business conditions in Australia were given an opportunity on Tuesday last of hearing Hon. Mark Sheldon, Commissioner of the Commonwealth of Australia, outline the possibilities, difficulties and necessities which govern the future trade relations between the United States and Australia, with particular reference to the Pacific Coast.

In introducing Mr. Sheldon, Marshall Dill, Chairman of the Foreign Trade Committee of the Chamber, observed that California and Australia had practically grown up together; similar conditions had been met and overcome, all tending to build up the same calibre of independent, democratic manhood.

Of particular interest will be the fact that Mr. Sheldon, in outlining the duties of the office of the Commissioner of the Commonwealth of Australia, stated that he believed that eventually it would be necessary to have a branch on the Pacific Coast and that he would probably make this recommendation. San Francisco would, of course, be the logical location of this important office.

Mr. Sheldon, during his talk, gave many valuable pointers to San Francisco business men and for the general information of the membership his remarks are given below:

"Australia today has come to the stage where she is determined to make an advancement amongst the peoples of the world. She has about three millions of miles of very very rich lands. She has most every sort of climatic conditions except the very severe. We have in this country about five millions of people and we want more people but we want the right sort of people. Australia is determined on its policy of "not just any one" and rigidly adheres to this policy. Our people are even more democratic than yours and with the conditions and climate we have, you can see that Australia is not a bad place to live in.

Per Capita Wealth Large

"Every second person in Australia has a bank account of on an average of $150 apiece in the Government Savings Bank. We have a different banking system in our banking. There are only a few banks which operate all over the country. In these banks there are deposits of about a billion and a half dollars to the credit of the people. Now you can see that Australia per capita, is a very wealthy country. She is a great consumer of your goods, and you do in the United States, or did last year, send us about 25 per cent of our total imports. These, of course, are of a lucrative nature and there are few raw materials.

"A great many articles of trade, tools, manufactured goods come from the east and the middle west.

"There are certain lines from this coast. There is one line that must go on increasing and increasing. That is the lumber business. We have no soft woods in Australia. Our woods are heavy and hard and we want your soft woods for all sorts of commercial purposes. Before, the Baltic furnished these against Puget Sound points and along this coast. You have ousted the people from the Baltic and now have the market.

"Back Cargoes" Important Question

"One of the outstanding questions on the Pacific Coast is that of "back cargoes." Unfortunately you are not largely speaking a manufacturing community and cannot use our wools or grains. Australia is primarily a grazing country and the chief export is

wool. We have exported this year about $250,000,000 worth of wool. We have had a poor season for wheat but in a good season produce from one hundred and fifty to one hundred and sixty million bushels of wheat. We use about fifty million bushels and export the remainder but you do not want that grain on this coast. Then there is coal, we used to export all our coal to this coast and then some of these gentlemen in the oil business said "We do not want that coal." Australia is a great dairy produce country and there is no reason why you should not import large quantities of canned butter into this country. The tendency today is for all of our exports to go to the east instead of this coast and this no one can overcome.

More Steamers Wanted to Australia

"Now on the other hand, the shipping conditions out of San Francisco, could stand. I think good reasonable development and if you could get more modern steamers on this route a good many more people would travel this way to Europe.

Exchange Question Matter of Increased Production by British Empire

"One question I am asked about here, and I am asked about it everywhere, is exchange. "Why can't you fix that exchange?" We are doing our best to do it, but people who talk in this way overlook the fact that exchange is a commercial commodity just the same as canned salmon or lumber and when a man has a balance on the credit side he sells that balance where he can get the most for it. We sell in Great Britain and it is turned over there. The question can only be settled by greater production and less imports from the United States. We are now exporting far more than we import and there is one thing that you may be assured of and that is that Australia will always pay its way and I know that any of you who have had connections with Australian firms must have been favorably impressed. I once was connected with one firm doing some business for some American people and the turn-over was somewhere on an average, year after year, along $1,000,000 and in two years the loss was only $20. The Australian must be honest and if he is ever connected with anything shady he will not have a second chance to try his methods. He may retire on what he has made but he can never make a position for himself.

"When I am longer in the saddle, I am going to question my government as to whether it would be well to have some sort of representative on this coast and see if we cannot have a closer contact and let you know just what we are trying to do.

"Now I have told you frankly about your export business and I know what some of your interests are and hope you succeed in them. I thank you gentlemen here, for patiently listening to me, I was very glad to be here and thank you very much.

United States Chamber News Notes

Since the International Trade Conference at Atlantic City, financial leaders have been perfecting plans to assist in organizing corporations for American investments abroad, vitally necessary in order to bring exchange rates back to normal, and thus permit the free purchases of American export products. Everything now waits on the Edge Bill, authorizing these investment corporations, which passed the House November 7th. The House made a few amendments to the Senate bill, and the latter body did not indicate before adjournment whether it would accept the amendments or disagree and leave them to be settled by a conference committee of both Houses. However, it is certain that this most important measure will be passed in the very near future. The foreign delegates, after touring 15 Eastern industrial centers, returned to New York November 21st. Their time until then had been entirely occupied by business, but New York commercial bodies had made elaborate plans for their entertainment in that city until November 26th, when they sail for home. The December issue of "The Nation's Business" will contain a full account of the Atlantic City meeting. The National Chamber will also shortly publish a complete stenographic report of all proceedings, including statistics discussed at committee meetings, etc., which can be furnished, postpaid, for $1.00 bound in paper, and $1.50 in cloth.

The War Trade Board has announced that general import license has been revised to permit free importation of sugar from all countries except Cuba and Bolshevik Russia.

The Bureau of Markets will supplement its other weekly news by a weekly service quoting cotton prices, issued from five points in the cotton belt.

Certain limited partnerships, limiting liability of all the members, are more truly corporations than partnerships, and must make returns and pay taxes as corporations, by a recent amendment to Regulation 45 governing income taxes.

The Bureau of Internal Revenue believes that some alcoholic preparations not meant for beverage purposes are capable of being so used, and cannot be legally manufactured and sold after January 16th.

For October the total ordinary and special disbursements of the Treasury amounted to $576,349,205.58, the lowest figure since June, 1917.

New York Merchants Association Asks Referendum on "Towne" Plan

National Chamber Requested to Take Referendum Vote on Plan to Prevent Strikes by Employees of Public Service Corporations

From the New York Merchants Association comes the news that a plan has been endorsed by that organization and submitted to the Chamber of Commerce of the United States with request for a referendum vote which would have as its object the prevention of strikes by employees of public service corporations.

With regard to the "Towne" plans, the New York Merchants Association says:

The importance of continuous and unimpeded operation of public utilities is pointed out, and in order to secure immunity from interruption resulting from strikes, it is proposed that the tenure of service of employees shall be regulated by law so that each person who voluntarily enters employment shall be legally obligated by contract, as a condition of employment, to continue for a specified time, during which he may not lawfully quit nor be discharged, except as provided in the contract.

If the National Chamber of Commerce takes a referendum vote and the plan is approved, The Merchants' Association asks the Chamber to draft a bill carrying out the plan and to have it introduced in Congress, backed by a campaign in favor of its enactment.

Honest Purpose and Mutual Understanding Point Way Out of Industrial Labyrinth

Chamber's Industrial Agent Pries into Eastern Plants and Gains Definite Information on Ways to Bring Labor and Capital Together--- and Keep Them There

(Editor's Note: This is the first of a series of articles upon the subject of the Betterment of Industrial Relations, by C. A. Day, Industrial Director of the San Francisco Chamber of Commerce. Mr. Day recently investigated various shop plans in eastern cities, and he has returned with a fund of facts that should be of practical benefit to all those who are seriously seeking a solution of the industrial problems of today.)

Forrest Crissey in his article (New Feet Under the Table) which appeared in the Saturday Evening Post of October 4, 1919, says that "the thirstiest man in America searching the dryest spot of all Uncle Sam's arid domain for a shot of drinking liquor with a real kick in it, is a model of indifference and insincerity alongside the large employer of labor in his hunt for the basis of an abiding understanding with his men that will hold them to their jobs, insure production, and give his company a fair chance to make a modest return on its investment."

The writer's statement may be a little overdrawn but it is evident from the aroused interest manifested by employers that the industrial upheaval of the past four years has brought forcibly to their attention the stern necessity for a prompt revision of pre-conceived ideas of employment relations.

Efficiency Rests on Shop Cooperation

A tardy recognition is being accorded to the fact that each industrial establishment is a productive unit, the efficiency of which absolutely depends on the cooperative effort of management, and labor.

Labor through the instrumentality of highly developed organization, and the aid of the Federal Government has secured for the worker, shorter hours, increased wages and better working conditions, and in these benefits the un-organized worker has shared with the union man. Wages in the favored industries have advanced rapidly and the mad scramble of men seeking more lucrative jobs has resulted in a huge labor turn over which has brought dismay to many employers.

Faced on the one hand by intolerable labor conditions and decreased production and on the other by demands for more and yet more wages, denounced by the public and threatened with prosecution by the Government for profiteering, is it any wonder that the employer is seeking a basis for an abiding understanding with his men, an understanding which will bring about a sincere and earnest cooperation between management and worker, banish industrial strife and insure increased production?

Quite recently, as the representative of the San Francisco Chamber of Commerce, I was privileged to visit a number of factories throughout the East and Middle West, and was afforded an opportunity to learn at first hand some of the things which are being done by far-seeing and progressive employers along the lines of up-to-date employment relations. From presidents down, all were willing to give freely of the knowledge gained from their experience.

Various Cures for A Single Illness

Forms of organization vary in accordance with the ideas of men and management and the type of industry involved. One popular plan is known as the "Industrial Democracy," and functions through a House of Representatives, Senate, Cabinet and President. This organization is a duplicate in form of our National Government at Washington. Others provide for Works Council, Joint Committees, Shop Committees, Plant Conference Committees, etc. In some cases provision is made for employees' representation on Boards of Directors.

Profit sharing plans have been introduced in many plants, the most favored method being the allotment to employees, on the basis of the compensation they receive, of a percentage of the profits after allowing for operating expenses, depreciation, and a fair return on actual capital invested in the business. Dividends are paid in cash in the workers pay envelops, or at stated periods during the year, or in the form of annual distributions of company stock.

Naturally in a new undertaking little can be learned from established precedent, and much that is being done is along experimental lines. There are no pessimists however, and little doubt is expressed as to the final and successful outcome, especially in plants where employer and men are making a sincere and honest effort to get together.

Shops Should Be Free Of Outside Influence

The following conclusions are based on a study of the different plans and a comparison of the results obtained during the varying periods that they have been in more or less successful operation.

FIRST That the success of any plan depends primarily on the honesty of purpose and sincerity of the employer.

SECOND That free from outside interference and influence, management and men in any industry can reach a basis of mutual understanding which will result in lasting benefits to both parties.

THIRD That no plan should be tried unless it is especially adapted to fit the industry, and not then until the workers have been given sufficient time to study and digest its provisions and have agreed to accept their share of responsibilty for its success or failure. In other words: "first sell it to the men."

FOURTH Agreements should be short and easily understood. Long and complicated articles will excite suspicion for the "jokers" which they are suspected to conceal.

FIFTH Profit-sharing dividends should be paid at short intervals, the shorter the better.

FINALLY Avoid any appearance of paternalism and let the worker feel that his is a real partner's share in the business of the concern.

In succeeding issues of Activities will be presented in detail the form and scope of a number of plant organization plans which are actually operating in Eastern factories, and the results obtained up to the present time.

San Francisco Chamber of Commerce Activities

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For What You Want to Know —— Call KEARNY 112

San Diego Becomes Transcontinental Terminal

New Railroad Confers Important Position Upon Southern City

Vital Connection Means Wonderful Development of Imperial Valley

Next week, beginning December 1st, San Diego will celebrate the completion of the San Diego and Arizona Railway. This event will mark the fruition of fifty years of effort, during which San Diego has bravely forced its way to the fore among Pacific Coast cities, despite the handicap of insufficient railroad facilities.

The San Francisco Chamber of Commerce will be represented at this meeting by a delegation headed by its President, Mr. Atholl McBean, and the felicitations and congratulations of this organization personally offered.

With its own direct connection to the East, and its Pacific Ocean connections by reason of its wonderful harbor, San Diego and its contributary country will be benefited immeasurably.

This new railway will bring to San Diego the trade and output of that wonderfully productive section—the Imperial Valley and will stimulate the manufacturing industries in the southern portion of the State. Cotton, a major product of the Imperial Valley, can be manufactured economically in San Diego as they have sufficient water power to turn many spindles and looms.

Thus will the natural advantages of San Diego and contiguous territory be served by the railroad which has just been completed and San Francisco and the Chamber of Commerce heartily congratulate San Diego and her people upon their indefatigable enterprise which has crowned their long fight for proper railroad connections with success.

Call is Issued from Big Trade Conference at Mexico City

American Business Men Invited by American Chamber of Commerce of Mexico to Attend February Meet

Calls for a great United States-Mexico trade conference to be held in Mexico City February 11th, 12th and 13th of next year have been issued by the American Chamber of Commerce of Mexico and were received by commercial houses in this city. Manufacturers, bankers, exporters, importers and all merchants interested in trade between this country and Mexico are invited to send representatives.

Following is a copy of the official call received here:

"To all manufacturers, bankers, exporters, and merchants interested in trade between the United States and Mexico.

"The commerce between the United States and Mexico is increasing. In 1918 it amounted to $245,613,991, and this year it will be much greater. As this commerce grows, trade problems arise, the practical and immediate solution of which is of vital importance if the United States is to hold its present trade advantage in Mexico.

"In order that these questions may be discussed and clarified by experts, this Chamber of Commerce is calling a conference of all the exporters and importers, manufacturers, bankers and merchants concerned with trade between the United States and Mexico, to meet in the rooms of this Chamber in Mexico City, Wednesday morning, February 11, 1920, and to last three days ending with the evening of Friday, February 13th.

"This will be the first conference of this kind that has ever been held in Mexico.

"Two sessions will be held each day. The subjects to be discussed will be:

1. Mexican sales methods and distribution.
2. Mexican agencies and representations.
3. Mexican banking facilities.
4. Mexican credits.
5. Financing the exports of Mexico.
6. Shipping and packing merchandise for Mexico.
7. Trade marks in Mexico.

"The proceedings will be in English, but the report of the conference will be printed in both English and Spanish.

"This Chamber earnestly hopes that every bank and commercial and manufacturing house in the United States, trading with Mexico or intending to go into this field, will send one of its officers or the manager of its export department to this conference. The Mexico representatives of the American houses will be of course invited to the conference, but they see the problems from the point of view of the Mexico office, and we must have the point of view of the office in the United States also presented.

"This Chamber asks that houses in the United States who intend to send representatives to this conference will write to the secretary at once for further details as to the arrangements."

Foreign Trade Opportunities

3410. Cairo, Egypt. Firm in Cairo desires to be put in touch with importers of raw hides, skins, gum arabic, beeswax, sena leaves, ground nuts, sesame seeds, etc., and exporters of articles suitable for their market.

3411. Lisbon, Portugal. Firm in Lisbon desires to be put in touch with exporters of kitchenware, scissors, metals, such as sheet tin, sheet lead, gold and silver, tin, tools, sheet iron, wire, cables, skins, hides, leather, electrical articles and machinery, household articles, office supplies, fancy goods, chemical products, agricultural products, yarns and knitted goods, textiles, etc. Also desires to communicate with importers of Portuguese products.

3412. Kioto, Japan. Japanese firm desires to establish business relations with importers of georgette crepe, crepe de chine, silk habutai, cotton piece goods and underwear.

3413. San Pedro de Macoris, Dom. Rep. Firm desires to be put in touch with exporters of household chinaware, clocks and watches, novelties, etc.

3414. Kobe, Japan. Japanese firm desires to be put in touch with importers of matches, cotton waste, canned goods, etc.

3415. Osaka, Japan. Japanese firm desires to be put in touch with exporters of old rubber, such as bicycle and automobile tires and tubes, old petroleum cans.

3416. Mexico, D. F., Mexico. Party desires to communicate with importers and exporters desiring representation in Mexico.

Coffee Arrivals

The Green Coffee Association of the San Francisco Chamber of Commerce reports the following arrivals during the past week with coffee consigned to members:

November 20, 1919—S. S. Point Bonita, 1901 bags of coffee.

Imported Goods May Now Be Split in Bond

New Ruling of Treasury Dept. Will Aid Merchants

At the instance of the Foreign Trade Department of the San Francisco Chamber of Commerce, Congressman Julius Kahn has secured from the Treasury Department an important change in the customs regulations by which it is now possible to transport portions of foreign imported goods to various destinations, in bond. Under the old practice no portion of a foreign invoice could be entered for immediate transportation and the remainder for consumption or warehouse.

The new rule permitting the splitting up of foreign invoices for immediate sale and delivery reads as follows:

> "A portion of an invoice of merchandise entitled to the immediate transportation privilege, covering merchandise from one consignor to one consignee may be entered for consumption or warehouse at the first port of arrival, and the remainder entered for immediate transportation, without appraisement. On arrival at the port of destination the portion forwarded under immediate transportation entry may be entered on an extract of the bill of lading and a certified extract of the consular invoice filed at the first port."

The particular case which prompted the Chamber of Commerce to exert itself toward securing the desired change in the customs regulations was that of a San Francisco importer who had received an invoice of two thousand bags of beans from Japan. This invoice was entered at San Francisco for warehousing in bond. The importer later sold one thousand bags of the beans to a client in Michigan, but could not fill the order because under the customs regulation he was not permitted to split the invoice and withdraw the sold portion from out of bond in San Francisco and ship it in bond to Michigan.

Foreign Trade Brevities

The British Board of Trade, according to Commerce Reports of November 5th, has granted an open general license for the export of oils and fats, including blends of two or more edible oils with the exception of cocoanut oil, ground nut oil, and palm kernel oil; fruit and fruit preserves are also restricted.

A decrease of 42 and 79/100 per cent in the number of American residents in Manila since the census taken four years ago is reported. In 1914 the American residents numbered 5,764, the number at present is reported at 3,134. The decrease in population, however, has not had an adverse effect on business. The exports to the Philippine Islands in 1918 amounted to $48,425,088 as against $27,304,587 in 1914. Imports from the Philippine Islands in 1918 amounted to $78,101,412 as against $18,162,312 worth in 1914.

America is shipping 95 per cent of the moving picture films used in New Zealand. Wellington is the distributing center. There are 200 theatres with an average seating capacity of 750 persons in New Zealand.

The Council of National Defense reports that the Kolchak Government has deposited $1,000,000 in gold bullion with the American Government as a guarantee of the Russian Government to meet its obligations on purchases of raw materials from the American Government.

The National City Bank states that the exports to South America for 1919 will exceed any previous year by $100,000,000. Reports of cancellations of orders are said to be greatly exaggerated.

Marine Department

Swedish Motorship Pedro Christopherson loaded 9,000 barrels wine at Winehaven for Scandinavian ports. Another shipment consisting of 15,000 barrels is booked for loading next month, which is also going abroad by water shipment.

The Union S. S. Company's Steamer Wairuna from Australia and New Zealand ports, which steamed into the harbor last week, had 4,000 tons cargo. She had 3,800 bunches currants, 271 bags coffee, 277 cases eucalyptus oil, 174 cases honey, 4,762 bundles hides, 500 cases jams, 56 bundles skins, 1,152 bundles pelts, 6 bundles goat skins, 26 bundles fur skins, 30 cases furs, 1,754 bundles rabbit skins, 764 packages miscellaneous skins, 733 ingots tin, 122 bales wool top, 400 sacks peas, 164 bales grass seed, 260 bales hemp, 23,942 bags copra, 1,500 barrels cocoanut oil, 125 casks casings, etc.

The following local vessels changed ownership last week. The four-masted Schooner Mindoro was purchased by W. S. Scammell & Co. from G. W. McNear, Inc., for $65,000. The Steamer Phoenix was bought by the Goodyear Redwood Co. on private terms from C. M. Mannon.

Balfour, Guthrie & Co., agents for the Harrison Direct Line, announce the future sailing schedule of these freighters. Loading at London, Liverpool and Glasgow for Pacific Coast ports, the Crown of Toledo to sail December 15th, followed by the Historian January 15th. From San Francisco for Liverpool direct the Crown of Galicia on January 20th, and for Cardiff and Avonmouth the Crown of Castile on January 15th, for London direct, the Crown of Toledo on February 15th, and for Liverpool direct the Historian on March 15th.

The Steamer Caspar arriving November 18th from Caspar, brought 1,000 boxes choice Mendocino County apples for the local market.

The Transport Sheridan from Siberia and Manila with returning troops will reach San Francisco about December 6th, according to advices received by the Marine Department.

The Steamers Santa Inez and Santa Rita of the W. R. Grace South American Line, former due here November 25th and latter following day from Puget Sound, will load cargo for ports as far south as Valparaiso, before proceeding. Quick dispatch will be given the vessel here.

The sailing of the Pacific Mail Steamer Point Bonita from this port has been definitely set for November 29th, for Baltimore via San Pedro, Central American ports and Havana.

The Johnson Line Motorships, plying between Pacific Coast and Scandinavian ports, are provided with a limited number of passenger accommodations of a high order. W. R. Grace & Co., the coast agents, are now booking passengers and freight for the Pedro Christopherson, Suecia, and San Francisco, sailing end of November, end of January and March-April respectively.

E. C. Evans & Sons will dispatch the steel Steamer Bakersfield from San Francisco about December 6th for London and Swansea direct.

The Rolph Mail S. S. Co.'s freighter Joan of Arc leaves Seattle about November 28th and San Francisco about December 5th, calling at Guayaquil, Talara, Paita, Pimental, Salaverry, Callao, Arica, Antofagasta, Coquimbo, and Valparaiso.

Motorship Admiral Mayo of the Pacific Steamship's Oriental Service, reached this port on the 17th from Manila, her cargo consisting of 200,000 hardwood and 1,600 tons of copra cake for local discharge. The vessel loaded outward from Seattle.

The export of cotton through this port has taken a remarkable spurt during the present month. Hardly a vessel has left out for the Orient which has not carried a large consignment of the fibre. Up to the tenth of November a total of 10,017 bales had been shipped, which is larger than any monthly total since April last when 10,350 bales were transported to the Far East.

Petitioners for More Ships to Proceed to Washington for Conference with Shipping Board

United Pacific Coast Delegation Prepared to Submit Its Case at Meeting Scheduled for December 3d

Charles C. Moore will be San Francisco's chief representative at Washington when the delegates from the Chambers of Commerce of San Francisco, Seattle, Portland, Tacoma, Los Angeles and San Diego, meet there on December 3rd, for the purpose of presenting to Chairman John Barton Payne of the United States Shipping Board, the Pacific Coast claims for a greater allotment of merchant ships.

Definite arrangements for the reception of the Pacific Coast delegation by Chairman Payne have been made through H. H. Ebey, San Francisco representative of the Shipping Board.

Upon the urgent solicitation of the San Francisco Chamber of Commerce and of the shipping interests of this city, Moore has consented to give his time and his energy to this important work upon behalf of Pacific Coast interests.

Moore will leave on Friday accompanied by Leon G. Levy of the Chamber of Commerce, and they will be joined there by the delegates from the other coast cities.

Arrangements are now being made through which, it is hoped, Paul B. Reinsch, former United States Minister to China, will appear before the Shipping Board as the spokesman for the united Pacific Coast Delegates. Reinsch is considered an authority upon Oriental trade conditions and his advice and counsel during the Washington conference are relied upon to place the Pacific Coast case before the Shipping Board in the most effective manner.

Ever since the Pacific Coast ship allotment conference in San Francisco, the various Chambers of Commerce of the cities participating in that conference have been busily engaged at compiling the necessary data upon the shipping needs of their individual ports and this work is now all but complete. The reports of the various cities will be compiled for the use of the Pacific delegates at Washington and will enable the delegation to make a formidable showing of the shipping needs of the whole Pacific Coast.

In discussing the work that he has undertaken upon behalf of San Francisco, Moore said:

"There can be no doubt in the mind of anyone that the problem of the expansion and development of the foreign trade business of San Francisco and other Pacific Coast ports is the most important problem now confronting our people.

"Every dependable indication points to the fact that within a very few years the relative position of the Atlantic and Pacific in relation to world commerce will be materially changed about, and that a greatly increased burden of ocean traffic will be borne by the Pacific.

"This Pacific trade is now increasing and all well informed men are agreed that the increase will be more and more rapid as time goes on. It is obvious that this trade must be handled either by American ships or by the vessels of foreign ownership. At this time it is the proper business of the Pacific Coast to see to it, first, that Pacific Coast ports are immediately given a sufficient number of government-owned ships to enable them to handle the present foreign passenger and freight traffic on the Pacific, and secondly, render it reasonably sure that in the future Pacific Coast ports will be always in the best possible position for gaining and holding their full share of foreign trade expansion and development.

"If San Francisco and her sister cities of this coast are to hold their place and develop commercially as the commerce of the Pacific develops, they must now aim to exert every proper effort toward safeguarding their interests at every step of the way.

"This great work calls for the best endeavor of all our citizens. If we stand united for the just claims of the Pacific Coast in this first urgent matter of the allotment of merchant ships now owned by our government, it will be an effective step in the right direction and will tend to draw more closely together all the Pacific Coast ports in all matters of common interest.

"The delegates who are going to Washington from the Pacific Coast in this matter should have the active backing of all the people of the Pacific Coast, as their mission is of such vital present and future importance to the entire coast.

"I am glad to have this opportunity of rendering some measure of public service, and my only regret is that I am not equipped to represent San Francisco as ably as she might be represented."

Placement Bureau

338. Young man who will successfully fill good position if energy and good sense can accomplish that end.

339. Ex-service man, experienced in traffic work and practical knowledge of shipping routes. Railroad experience of 10 years.

340. Lieutenant wants position with reliable firm. Five years experience with U. S. Government in general fuel work, particularly testing of house heating boilers, procuring and distribution of fuel, executive ability. Living wage desired and an opportunity to make good.

341. Ex-Over Sea Soldier in Aviation Corps, age 24, would like position with export and import firm where ability and loyal effort will produce real future. Single, no objection to leaving the United States. Best of references.

342. 1st Lieut., 32 years of age, married, university graduate, admitted to Bar, thorough knowledge of accounting, knows Spanish. Will accept small salary to start. Could make small investment.

343. Young man, age 27, aggressive worker with 12 years selling experience, desires position with wholesale firm, moving picture exchange or auto accessory house.

344. 1st Lieut. desires position in manufacturing concern. Two years administrative and executive experience in the Army. Five years experience in engineering department electric railway organization. References furnished.

DISCHARGED SOLDIERS AND SAILORS GENERAL APPLICATIONS

1520. Traffic executive, open for a position. Late of J. T. Steeb & Co., Inc., Seattle Washington.

1521. Young man with a good all round experience, desires position. Speaks five languages. Well acquainted with all Oriental products, shipping and trade conditions in Europe and the Orient.

1522. Experienced and competent commercial man desires position with export and import firm doing business in the Orient. Experience includes sales, sales management, general office work and office management. Lived three years in China, and traveled extensively over North China and Japan. Knows Chinese language. Some experience with export house. Willing to go to the Orient.

1523. Chemical engineer called to France for family affairs, wishes to get in touch with firm willing to pay part traveling expenses to technical man with thorough knowledge of industrial and commercial conditions in France, England, Spain. Speaks three languages. Good connections in France. Best local references.

1525. Position desired as traffic manager, which would require man thoroughly experienced in railroad freight traffic work, also capable of handling details incident to export shipping. Eleven years experience Santa Fe, New York Central and Great Northern Rys. At present foreign freight agent of export and forwarding company in New York.

SPECIAL NOTICE

Wanted by import-export house, Spanish correspondent to handle and develop their Latin-American business. One thoroughly experienced in import-export practice only. Excellent opportunity with growing concern.

Return of Railroads to Private Control Indicated

That there is very little question but what the rail carriers of the United States will be returned to private control and operation not later than January 1, 1920, is indicated by a circular received from the San Francisco District Freight Traffic Committee. From this circular, which is considered so important that it appears in full below, it will be seen that until the return to private control is accomplished, there will be little opportunity of securing any changes in rail rates, fares, rules, practices, etc. The United States Railroad Administration will receive only such new applications as are contemplated in their circular, and it is believed that the corporate interests will likewise refuse to receive applications until the roads are formally turned back to them.

The full text of the circular, which is dated November 18, 1919, follows:

SUBJECT: Return of Railroads to Private Control.

IMPORTANT NOTICE

To all concerned:

In view of the probable return of the railroads to their owners on or about January 1, 1920, it is necessary that the work of the San Francisco District Freight Traffic Committee be brought to a close on or before that date, and every effort is being made not only to publish, but to make effective before the end of Federal control the publication of any changes in rates, rules, etc., which may result from the Committee's work.

To that end the consideration by this Committee of new applications will be limited, effective at once, to the following:

1. Applications to publish new commodity rates on articles which usually take commodity rates to cover newly developed traffic where only class or combination rates are in effect.

2. Applications to publish new class or commodity rates on newly constructed lines.

3. Applications to correct clerical errors.

4. Applications to readjust rates thrown out of line by General Order No. 28.

5. Applications to make changes necessary to comply with orders of the Interstate Commerce Commission (these applications to be made only by one of the General Committees and only in cases where the I. C. C. has ordered the removal of discrimination without setting the rates.)

The Administration feels that there is a greater obligation to dispose of the subjects now pending before the Committee than to handle new subjects, and therefore the interested public is earnestly requested to cooperate in the effort being made to close up the affairs of this Committee at the desired date by limiting to the greatest possible extent their applications for changes in freight rates or rules or regulations, having in mind also the desirability of restricting as much as possible, even those changes included in the list of subjects noted above.

Amendment to Esch Bill Defeated

By a margin of one vote the Interstate Commerce Committee of the House of Representatives eliminated from the sub-committee draft of the Esch-Pomerene Bill the provision extending the authority of the Interstate Commerce Commission to include coastwise and international water carriers. Advocates of this legislation state that an effort to restore the provision will be made.

The Traffic Bureau will continue to vigorously oppose all proposed legislation of this nature.

Weekly Report From Terminal Efficiency Committee

The San Francisco Terminal Efficiency Committee presents some loading figures that will undoubtedly be somewhat staggering to the shipping public.

For the month of September, 1919, as compared with the same month of 1918, there were loaded in the Central Western Region, in which the entire State of California is included, 530,393 cars with an average of 24.8744 tons as against 26.9690 tons, a decrease of 2.1146 tons. This decrease represents the loss of 1,205,690 tons of freight which means that if the same loading had been obtained in September, 1919, as was done in September 1918, 43,387 cars would have made one more round trip both loaded and empty.

For the entire United States the average decrease in the load obtained in September, 1919, as compared with 1918 was 1.9121 which represents the loss of 7,437,547 tons of freight and the loss of the use of 246,122 cars for the round trip both loaded and empty. Are not these figures worthy of very serious consideration by the California shipper?

New Steamer Service

The Pacific Steamship Company have advised the Traffic Bureau that they are placing the S. S. Senator on the Mexican and Central American run, to sail from San Francisco on December 15th carrying both freight and passengers. The steamer will call at Mazatlan, Manzanillo, Acapulco, Salina Cruz, Acajutla and Corinto, and if sufficient cargo offers will also call at San Blas, Champerico, Ocos, La Union and Amapala. It is expected that the steamer will remain permanently in this service, and if conditions warrant, another vessel will be placed on the route at a later date, so that a sailing from San Francisco may be had about every three weeks.

San Francisco Dockets

Docket 2791—(Hearing 11 A. M., November 28th)—Alunite rock, carloads. Proposal to reduce rate, Marysvale, Utah, to San Francisco, from $1.02 to 37½ cents per 100 lbs.

Charities Endorsement Committee

FAKE SOLICITORS

The Charities Endorsement is informed by the Salvation Army that two women are attempting to collect funds in the name of the Army, for the Salvation Army Thanksgiving Dinner.

These women are imposters, and members are requested to notify the Charities Endorsement Committee should any appeal be made for donations in the name of the Salvation Army.

As a result of the home service drive for funds last March the Salvation Army is not soliciting donations, although they may use the Christmas Kettles for voluntary contributions.

THANKSGIVING AND XMAS APPEALS

Members are warned to scan carefully the numerous appeals that spring up annually at this season of the year. Solicitors should be compelled to furnish the fullest information regarding appeals, showing the names of the officers of the organization responsible for the funds collected, the name and address of the solicitor, the purpose of the solicitation and the amount desired from the public.

The Charities Endorsement Committee will be glad to receive the above data from members for the purpose of investigation. To advise or consult the Committee, call Kearny 112 and ask for the Charities Endorsement Committee.

New Members Since Last Report

Aluminum Products Co., Mfrs. Aluminum Cooking Utensils, 593 Market Street.

Agate Products Company, Agate Bearings and Specialties, 377 Minna Street.

American Oriental Brokerage Co., Brokers, 601 Postal Telegraph Building.

Ace Nunn Sales Co., Ford Starters, 853 Monadnock Building.

Beaumont & Co., E. A., Import and Export, 616 Insurance Exchange Building.

Butts & Co., Wendell M., Civil and Mechanical Engineer, 226 Holbrook Building.

Byers, J. J., Sales Agent, Railway Supplies, 603 Monadnock Building.

Behe Company, Beverage, 233 Sansome Street.

Borchers, Wm. Cheadle, Bonds and Investments, 801 Merchants National Bank Building.

Breeden & Cole, Kustombilt Bodies and Ford and Chevrolet Speedsters 1245 Market Street.

Broh, Harry L., Broker, Dried Fruits, etc., 531 Merchants Exchange Building.

Clagstone, Paul, Western Dist. Mgr. Chamber of Commerce of the United States, 123 Baywood Ave., San Mateo.

Clifton Mfg. Co., Cotton Mfg., 509 Postal Telegraph Building.

California Dredging Co., 625 Market Street.

California State Rice Milling Co., Rice Millers, 24 California Street.

Coast Products Co., 602 Montgomery Street.

College of Overseas Commerce. Practical instruction in trading with foreign markets, Flood Building.

Continental Guaranty Corp., Banking Hobart Building.

Davis, Sam. B., Salesman, Palace Hotel.

Davis Stores, Wm. R., The Shirt Waist Man, 936 Market Street.

Dimiar, Gustad, Exporter and Importer, 25 California Street.

Donaldson, Mart V., Publicity, 878 Mills Building.

Felix Trading Co., Exporters and Importers, 401 Washington Street.

Fleitmann, Watjen & Co., Inc., Importers and Exporters, 532 Merchants Exchange Building.

Garner & Co., Inc., Stock and Bond Brokers, 336 Russ Building.

Gearhart, Wm. E., Attorney, 518 Sharon Building.

General Motors Export Co., Exporting Chevrolet Cars, 401 Insurance Exchange Building.

Giraud, G., Commercial Attache for French Indo-China in U. S. A., 110 Sutter Street.

Gjerlov, J. W., Export—Pacific Coast-South America, 311 California Street.

Gold Pan Company, The, Mfg. Mining Machinery, 24 California Street.

Hart, William, William Hart Investigating Bureau, 277 Pine Street.

Hosaeus, K., Manila Cigars, 24 California Street.

Impeller Co. of America, Machinery Mfrs., Mills Building.

Independent Wireless Tel. Co., Inc., Radio Telegraph, 110 Market Street.

International Merchants, Inc., Importers and Exporters, 152 Clay Street.

Loose & Co., H., Export Lumber, 25 California Street.

Lyon, Dwight E., Advertising, 909 Chronicle Building.

Lowry, Philip C., Import and Export, 369 Monadnock Building.

Marchant Calculating Machine Co., Calculating Machines, 202 Southern Pacific Building.

Mogi & Co., Exporters and Importers, 683 Mills Building.

Mendes, M. J., Automobile Body Builders and Painting, 515 Van Ness Ave.

Molich, O., United Import & Export Co., 201 Alaska Commercial Building.

Multipho Corp., The, Camera Mfrs., 270 Sutter Street.

Mutual Trading Co., Broker—Food Production, 214 Front Street.

New Drinks, Limited, Mfrs. of O-T and Kia-Ora, 238 Jackson Street.

Ocean Lumber Co., Exporters, 260 California Street.

Pioneer Vegetable Co., Fruit and Vegetables, 320 Drumm Street.

Pacific Wholesale Grocery Co., 436 Battery Street.

Peters Co., C. B., Vegetable Oil and Chemical Dealers and Brokers, 505 Newhall Building.

Pacific Motors, Inc., Wholesale Motor Cars, 430 Phelan Building.

Russian Volunteer Fleet, Steamship Line, 711 Flood Building.

Riverside Mills Co., Flour Mfrs., 260 California Street.

Robinson Typewriter Co., Rebuilt Typewriters, 412 Market Street.

Seven Seas Trading Co., Importers and Exporters, 127 Montgomery Street.

Simpson & Co., Thomas, Merchandise Brokers, 149 California Street.

Stilling, D. F., Pacific Coast Representative Reid & Murdock, 505 Fife Building.

Spunt & Co., J., Import and Export, 24 California Street.

Stallman Supply Co., F. O., Machinery, 167 1st Street.

Sugo, H., Importer and Exporter, 311 California Street.

W. V. Sullivan, Machinery Merchant, 304 Rialto Building.

The Lewis E. Sands Co., Inc., Beans, 311 California Street.

The Cunard Steamship Co., Ltd., 501 Market Street.

Tacchella, A. A., Mechanical Engineer, 203 Rialto Building.

Tanbara, M., General Merchandise Broker, 22 Battery Street.

Timken Roller Bearing Co., 450 Monadnock Building.

United Import Co., Importers and Exporters, 614 Grant Ave.

Van Vliet & Co., Rice Brokers, 214 Front Street.

Worst, Carl, Advertising Service, 636 Market Street.

Watson Co., D. H., Brokers—Importers and Exporters, 24 California Street.

Yano Trading Co., Ltd., 510 Battery Street.

Business Items

Among the new industries of San Francisco, is that of manufacturing agate scale bearings, agate ball bearings and various other articles of agate.

These articles were formerly "Made in Germany" and the Germans enjoyed a monopoly of the business for 50 years or more. The crude agate they used was obtained in South America, shipped to Germany, cut there and exported to this country.

The automatic and computing scales for which these agate bearings are made are all of American make except the small but vital agate, and these the Germans made by hand labor.

However, the Agate Products Co. of this city has devised mechanical processes for making these goods, and are now supplying a large domestic demand. And this new industry created still another new one. The South American supply of the raw material being cut off during the war, resulted in the demand for American agate, and now one of our Western States has shipped to the Agate Products Co. more agate than it had a market for in 50 years previous.

Clegg & Co., 149 California Street, San Francisco, is in the market to dispose of Hawaiian jams and jellies.

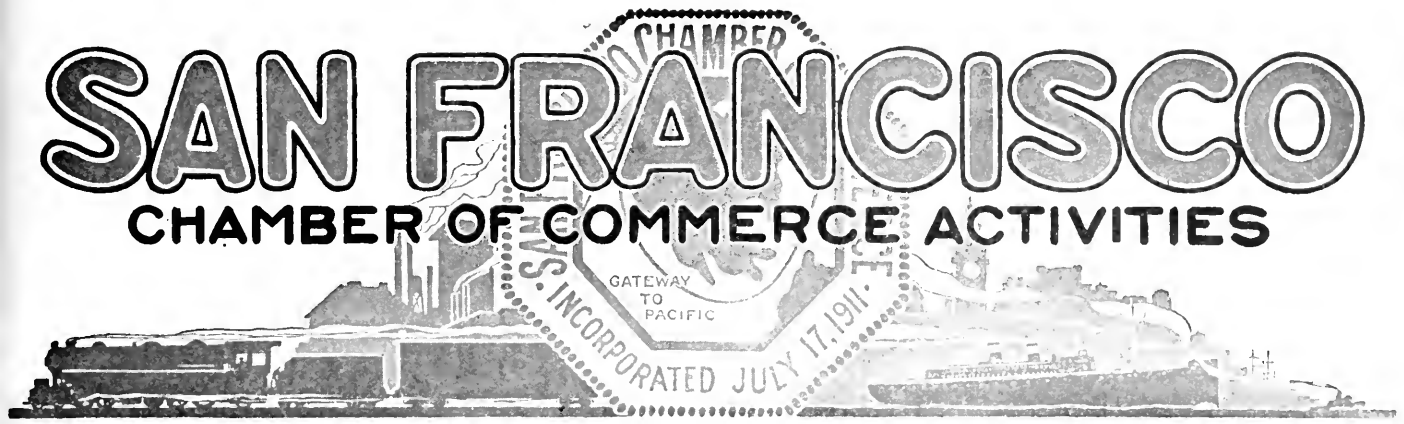
G. P. Steinberg & Sons have removed from 24 California Street to larger quarters in the Newhall Building, 260 California Street.

Import and export firm desires to get in touch with parties interested in the purchase of hardwoods, such as mahogany, Spanish cedar, lignum-vitae, etc. Apply Information Department of Chamber.

Of course you bring your business acquaintances to the Chamber when they require information. This is the first step toward getting a new member.

Knight-Counihan Printing Co.

SAN FRANCISCO
CHAMBER OF COMMERCE ACTIVITIES



Volume 6 | The Commercial, Financial, Industrial and Governmental Metropolis of the Pacific Coast | Number 49
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Fair Play and Better Service Urged for Nation's Railroads

Congress Petitioned by Chamber of Commerce to Guard all Interests in Returning Lines to Private Control

Better railroad service and the surety of proper reward for such service are the controlling reasons which moved the directors of the San Francisco Chamber of Commerce on Tuesday last, to recommend to Congress that certain important amendments be made to the pending legislation which will affect the railroads of this country upon their return to private management and operation.

The recommendations of the Chamber are these:

1. That either a department of the Interstate Commerce Commission, not having to deal with the control of rates, or a railway transportation board, shall be charged with the obligation of seeing that the railroads of the country be permitted to earn such net income as will attract to them the new capital necessary in the publicity interest. This department or board, shall be given power to enable it to reach a conclusion intelligently with reference to necessary changes in the revenues of the railroads of the United States as a whole or any defined section thereof; and its certificates from time to time served upon the rate controlling section of the Interstate Commerce Commission shall bind that body to permit such changes in freight rates and fares as will take care of this public interest.

2. Further, as a proper reward to good and economic management and proper foresight and constructive energy, each railroad shall be entitled to keep and dispose of all of the net revenue that it may earn.

3. Voluntary consolidation of railroad companies when in the public interest and when approved by competent public authority shall be authorized, but no effort shall be made to force such consolidations.

In support of recommendation No. 1, it is urged that there should be no arbitrary per cent fixed by legislation, but such elasticity as will permit of the sound judgment publicly expressed after thorough investigation as to the necessary return by a body appointed for that purpose. Such a body would be enabled to meet conditions as they arise, determining from time to time the changes in rate of return necessary to attract new capital as needed.

As argument in favor of recommendation No. 2, it is said: "How else shall we develop the spirit of constructive enterprise, or provide reward for intelligently exercised economy? Or how shall we sustain good service except through increased patronage giving a greater reward? We want expansion of facilities and efficient service. We are willing to risk such chance as there may be of one railroad or a group of railroads earning an unusual return under such plan, and we believe that as they deserve it, the prosperity is apt to be shared by all railroads. Lower freight rates and lower passenger fares will follow any undue general prosperity."

Recommendation No. 3 is justified in the declaration that if ten years hence need is demonstrated for involuntary consolidations, it will be time enough to legislate upon the subject. In the meantime since the public will pass upon consolidations, no lessening of beneficial competition need be feared.

Warns Against International Labor Laws

National Chamber Through its Western District Office, Cites Dangers in Peace Treaty Clauses

THE United States Chamber of Commerce has recently sent out a special bulletin to all its members calling attention to certain labor clauses in the Peace Treaty. The matter was brought up on the form of a reprint, from the Congressional Record at the last meeting of the Chamber's directors, who decided that full publicity should be given to this subject.

The bulletin calls attention to the attitude of the principal European Governments toward contentions made by the international trade conference held in 1919 at Berne. This conference declared that an international parliament of labor should be set up by the league of nations with power and authority to issue not only international conventions with the binding force of law behind them but also international laws which, immediately upon adoption, should have the same force legally as national laws in all nations. This program was approved by the Amsterdam International Trade Union Congress in July of this year. In this connection the German peace delegation addressed a note to the allies protesting against some arrangements made by the peace commission for an international organization of labor, stating that "the final decision in labor law and labor protection belongs to the workers themselves."

It is further urged that "the international parliament of labor under the League of Nations should issue not only international conventions with legal binding force but also international laws, which, when adopted by four-fifths of the delegates would have the same effect as national laws. The Chamber's bulletin calls attention to the fact that under Annex 1 to part 1 of the treaty of peace with Germany, a grand total of 46 nations would shortly be represented at the international labor conferences, sending a total of from 100 to 150 delegates, of which number the United States would send only 4. Premier Clemenceau, speaking to Germany for the allies, said in his reply (approved, of course, by our own representative, President Wilson): "The commission expresses the hope that as soon as it may be possible, an agreement will be arrived at between the high contracting parties with a view to endowing the international labor conference under the auspices of the league of nations with power to make, under conditions to be determined, resolutions possessing the force of international law."

The Chamber's bulletin calls attention to the fact that in Europe, even in England, the trade union movements are fast becoming anti-capital and pro-socialist, and that this is strongly reflected in the different governments.

Up-to-date Trade News by Wire

National Chamber Begins Weekly Telegraph Service to Pacific Coast Members

(During his recent trip to Washington, Paul Clagstone, Western District Secretary of the National Chamber, completed arrangements for a special wire service for the benefit of members. This will keep the business men of the states west of the Rockies in closer touch with matters of interest by a weekly wire containing not only news obtained from the regular bulletins, but also news of particular value to western states, gathered at Washington from other sources. Upon receipt of the San Francisco Office, this wire will be relayed by mail to members in the Western District.)

Washington, D. C., December 3, 1919.

International Labor Conference

After sessions covering exactly one month at Washington, the International Labor Conference adjourned after adopting six conventions to be submitted to governments represented, covering: **First,** Abolishment of private and establishment of government employment agencies, maintenance of unemployment insurance and prohibiting except by mutual agreement the recruiting of labor in one country by another: **Second,** Prohibiting night work my women; **Third,** Providing eight-hour day and forty-eight-hour week; **Fourth,** Prohibiting labor by children under 14 except in Japan where age is 12, and in less developed countries; **Fifth,** Prohibiting night labor by minors; **Sixth,** Providing leave of absence for women employees at child-birth. Because failure Senate to ratify treaty with Germany, United States did not participate this conference.

New American Conference on Industrial Relations

Called by President following earlier national conference in October, began sessions at Washington on December 1st and proceeded in an attempt to formulate program of subjects to be considered. All meetings yet held executive but may later become public.

American Exports To Germany

First ten months current year, nearly $52,500,000. In September alone exports amounted to over $20,000,000. Imports from Germany for ten months nearly $5,000,000. British sales to Germany first nine months of year more than $80,000,000, and British imports from Germany little over $1,000,000.

War Department Sale

War Department offers for sale entire surplus stock frozen beef, amounting to over 34,000 pounds. Prices fixed at 20 per cent less than Chicago quotations on dressed beef, medium steers delivered f. o. b. No order accepted for less than 30,000 pounds. Department will sell to any municipality, community buying organization, municipal, county or state institution, hotel or restaurant, retailer or other buyer, purchasing for immediate distribution or consumption.

Sugar

War Trade Board issues ruling effective December 1st permitting importation sugar without individual import license from all countries except parts of Russia under Bolshevik control. Attorney-General, to whom powers Food Administrator are transferred except as regards wheat and its products, announces following prices acceptable on Louisiana sugar: 17 cents prime yellow, clarified 18 cents, choice plantation granulated maximum on refiners prices. Best sugar increased from 10 to 10½ cents per pound. Fixed retail prices sugar not affected by these regulations.

Federal Vocational Board Reports Results

The San Francisco District office of the Federal Board for Vocational Education advises the Chamber of Commerce that they have received word from various of the wounded soldiers who have been under their care, that the results of the training received have been very satisfactory. One particular communication commends the Federal Vocational Board for its courteous treatment and definite action in dealing with the men who come under its supervision.

It is interesting to know that the local office of this important Governmental Bureau is taking care of the rehabilitation of our wounded men so faithfully.

"Golden Rule" Made This Shop Just About Right

Strikeless Plant Shows Greater Production at Less Cost When Run on "Fifty-fifty" Plan

(Editor's Note: This is the second of a series of articles upon the subject of the Betterment of Industrial Relations, by C. A. Day, Industrial Director of the San Francisco Chamber of Commerce. Mr. Day recently investigated various shop plans in eastern cities, and he has returned with a fund of facts that should be of practical benefit to all those who are seriously seeking a solution of the industrial problems of today.)

DURING the latter part of 1912 a delegation from the union employees of the Packard Piano Co. waited upon the President, A. S. Bond, and informed him that the unionization of most of the workers had been accomplished, and that thereafter the plant must be run as a closed shop and that those who refused to join the union be discharged or a strike would be called.

Blind Antagonism Multiplies Troubles

The president refused to make membership or non-membership in the union a condition of employment in his factory and within an hour closed down "for repairs and installation of new machinery." Within a month the factory re-opened and the men, union and non-union, came back to their jobs; but the men were disgruntled, production fell off; and quality of workmanship deteriorated. About this time the business agent reappeared, the plant was unionized and the union accorded prompt recognition by the president of the company.

Conscious of their new-found power, the officers of the union, all employees of the Packard Company, began a series of demands for longer time limits and higher piece rates which, finally culminated in the refusal of the president to make any further concessions. A strike was called, resulting in the walkout of about 50 per cent of the force.

One "Golden Rule" Man Who Made Good

President Bond, sincere in his desire to establish amicable relations with his employees and determined to find some plan by which harmony might be restored and the men induced to work with the company instead of for it, called in John Leitch, the originator of the industrial democracy plan which bears his name. Leitch, who had been successful in a large measure in eliminating antagonism between employer and employed, immediately arranged a series of meetings on company time which were attended by practically the entire force. Leitch explained in detail the proposed new policy of the company and asked the cooperation of the workers in making it effective.

His efforts were at first met by indifference and suspicion, but the men gradually warmed toward the new proposition, and at the end of a four months campaign of education the entire force from president down affixed their names to a set of principles which thereafter became the business policy of the Packard Company.

Plant Congress Works On "Fifty-Fifty" Basis

Employees' representation is provided by a House of Representatives, the members of which are elected from the workers at large; the Senate is composed of the foremen of the different departments; the Cabinet comprises the executives of the company, and the president, who holds veto powers which, by the way, he has never had occasion to exercise, is the president of the company. The organization functions in the manner of the National Government at Washington.

As a further incentive it was provided that all savings in operating costs should be split "Fifty-Fifty"—one-half going to the company and one-half being distributed to the men every two weeks as a dividend on wages.

Fewer Men—Shorter Hours— Greater Production

Now as to results:

In 1912, 310 men working 10 hours produced an average of 9 pianos daily. On October 24th of this year, 234 men working 8 hours produced 17 pianos, a fair day's average. Labor turn-over has ceased to be a factor and the entire force is working like a contented, happy family.

Truly these men have learned to work with their employer and not for him. They have been given a partner's share in the business and have cheerfully accepted their full share of responsibility for its successful operation.

The men have learned to use their heads as well as their hands, and many devices originated by them have increased efficiency and brought about voluntary reduction in piece rates. Production cost was cut 5½% the first month and has now reached an average of 10% despite a 20% reduction in working hours.

Persistent Good Faith Turned the Trick

The foregoing is a brief recital of what has been accomplished by one employer who in sincerity and good faith set himself to the task of arriving at a better understanding between his employees and himself. The results speak for themselves.

Large Attendance Expected at Rivers and Harbors Congress

The Fifteenth Convention of the National Rivers and Harbors Congress will be held in Washington on the 9th, 10th and 11th of December.

Among those who will address the coming convention are: Newton D. Baker, Secretary of War; Josephus Daniels, Secretary of the Navy, Senator Cummins of Iowa, the present Chairman, together with other members of the Senate and House of Representatives.

Senator Ransdell, after fourteen years as the active head of the organization, has decided to resign at the close of his present term.

Australia Firm to Erect Factory in Bay District

A. W. Palfreyman of Melbourne, Australia, principal owner and representative of one of the largest fruit preserving concerns in the world has just let a contract for the erection of a new preserving plant at East Oakland, Cal.

The San Francisco Chamber of Commerce, through its Industrial Department, was in close touch with Mr. Palfreyman during his recent visit to the Pacific Coast and no doubt aided materially in bringing about the selection of a site on San Francisco Bay. Mr. Palfreyman was very favorably impressed with the facilities offered in San Francisco but found that comparatively the price of suitable property was prohibitive as against the less congested district across the bay.

San Francisco Chamber of Commerce Activities
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For What You Want to Know —— Call KEARNY 112

San Diego Celebrates

All California will Participate in Benefits of Railroad Enterprise

The opening of the San Diego and Arizona Railroad, inaugurating regular train service on December 1st, was a distinct epoch in California development.

San Francisco was represented by over fifty representative citizens from banking, industrial and railroad circles. The Chamber of Commerce was specially represented by its President Atholl McBean, and Robert Newton Lynch, Vice-President and Manager.

The completion of the road was a triumph of masterly achievement on the part of John D. Spreckels, who, overcoming enormous engineering and other difficulties, put through the construction of this new transcontinental route during the most trying period of our nation's commercial life. Mr. Spreckels was paid distinguished tribute by the Governors of California, Arizona, New Mexico, Utah and Lower California, and the citizens of San Diego took occasion to pay tribute to their First Citizen in a series of banquets and formal ceremonies.

The new road possesses great significance to San Diego, which is fully recognized in that city, and brings the rich resources of Imperial Valley in direct contact with a new world harbor. The Imperial Valley itself is celebrating its new outlet to the sea. This valley, which was a wilderness ten years ago, has now a population of over sixty thousand and a product this year of $65,000,000. San Diego, a small town twenty years ago, has now a population of one hundred thousand. The union of the potentialities of the valley with the enterprise and the natural advantages of San Diego assures an enormous development in population and resources for Imperial and the immediate development of San Diego to the status of one of the commanding cities of the country.

San Francisco congratulates Southern California in the opening up of this new highway with all that it means to the prosperity of the state itself. The Chamber extends hearty felicitations to Mr. Spreckels and his associates.

Trains are now running regularly over the road which has some incomparable scenic features, that will doubtless attract thousands of tourists. The first through Pullman service will start from Chicago December 10th, and thereafter San Diego will be sending out trains from its "Union Station" to all parts of the United States and Mexico.

Control of Austria by Germany Predicted

Financial Condition Prelude to Absorption by More Stable Neighbor

AUSTRIA is about to be swallowed up by Germany, according to a statement contained in a letter from James Gerstley of London to his father-in-law, Adolph Mack of the Imperial Oil Company, San Francisco.

According to Gerstley, Germany is on the way to a great industrial development and is likely to make a big showing for herself during the ensuing year.

Gerstley's letter to Mack is in part as follows:

"In Germany there is any amount of money about, the shops full of good things and the streets of Cologne, Berlin, etc., full of well-dressed community. Certain articles of food are scarce. Bread, for instance, was unobtainable at restaurants without a bread ticket and then (apart from in Berlin) of a doubtful consistency. Sugar, I did not even see—the employment of saccharine being almost universal. This is mainly accounted for by the absence of nitrate of soda for beet fields during the war, the whole of the nitrate being made synthetically from the air and used for war purposes. Incidentally, I saw beet coming into a few factories just before I left, and next year its position should be retrieved in part. This nitrate production from the air is developing into an enormous new industry in Germany. I passed on the railway halfway between Berlin and Jena the biggest factory I have ever seen, put up by the German Government, covering hundreds of acres and consisting of a great mass of buildings, including a group of a dozen or more big gasometers which looked like pigmies in the general landscape—from which you can gather the general perspective. They claim to have made arrangements to produce in Germany next year 350,000 tons of synthetic nitrate from the air, to which the aniline works will contribute a large proportion.

"Prices are high, in fact generally four to five times pre-war ideas in Germany, but do not strike the English in the same way since the market is roughly 120 Marks to the Pound (yesterday it touched 135) so that, for instance, whilst paying fifty Marks for the most modest lunch for two sounds stiff under old ideas, divided by six (on account of the difference in Exchange) it works out at four shillings, three, per person.

"So far as labor is concerned, there are indications of a steady improvement, practically all the German unions—many of whom are confined to the 8-hour day—now having agreed to work on piece-work, which you know is a great advantage over France and England where the ca'canny attitude is still manifest. The miners are getting out much more coal, but owing to the shortage in wagons, locomotives, etc., it is slow in reaching distant factories and a number of these are constantly working at half-time or put out of commission owing to lack of fuel. They are striving their utmost to overcome this trouble, and if they can weather the winter without serious political disturbance I predict a tremendous impetus to German activities in the spring. Their powers of organization and the individual industry are far more marked than in some other countries, and these factors are bound to tell in the long run.

"Factories showed me offers of orders, especially from South American countries, but also from the East and Europe generally, that would keep them going to their maximum as soon as they were in a position to handle, and whilst depressed about the prospects of heavy taxation and the high cost of crude materials involved through the Exchange, they are all optimistic about the future, once this winter with its fuel problem is behind them. As far as certain raw materials were concerned they want all that can be supplied, paying cash in sterling against documents, which is pretty clear that there is any amount of money still behind the manufacturing industry."

Bolshevik Move May Open Russian Trade

Allied Army Officer Says Successful Siberian Drive by "Reds" Would Have Vast Effect on Foreign Commerce

AMERICAN trade with Siberia and European Russia is closely bound up with the newly reported purpose of the Bolsheviks to abandon European Russia and to occupy Siberia completely.

According to an allied army officer who has just arrived at San Francisco from Siberia, the effect of this move by the "Reds," should it prove successful, will be widely felt among the traders of the world.

In discussing the situation from a commercial viewpoint, this army officer said:

> "It will result in throwing open to commerce European Russia, which for the past two years has been starved. This will create a tremendous demand for manufactured goods of all kinds, ranging from the necessities of life up to highly developed machinery for factories, mines and industries in general. It will have a serious result, however, on our growing trade relations with Siberia. It will mean the closing down of one of the richest fur-producing territories in the world, and will also reduce greatly the supply of other raw products which could be profitably shipped from Siberia to the outside world.
>
> "During the Bolshevik occupation of European Russia, production has been brought to practically a full stop, and this fact has contributed largely toward the formation of the plan to occupy Siberia. While the need for supplies of all kinds was most pressing in Siberia during last winter, it was even more so in European Russia. In fact only the most careful of rationing served to tide the "Red" forces through the cold season. The early withdrawal of the Czecho-Slovak troops from Siberia where they have guarded the railway lines from Omsk as far west as Irkutsk and their return to Bohemia, is also believed to have contributed to the formation of the Bolsheviks' plans for the occupation of Siberia. Politics among the Siberians will determine whether the Bolsheviks are to be successful in their campaign or not. Siberian politics, therefore, have tremendous importance from the point of view of commerce. The threatened resignation of Admiral Kolchak and the dissension among his ministers is already causing uneasiness to many interested in developing this trade.
>
> "While it is believed that the cities of Harbin and Vladivostok will remain impregnable to the Bolsheviks because of the large number of Japanese and American troops there, it is questionable if the security of these cities will be at all beneficial toward foreign trade. While they are the important trade centers, they are merely the markets for the rich fields in their hinterlands.
>
> "The eyes of the commercial world are watching with great interest the development of the Siberian situation. Kolchak's latest call to arms to all the peoples of Siberia is as yet without visible effect. Upon their response depends the future of America's trade with Siberia. Should they respond as they did in the spring of this year it is believed that the ultimate defeat of the Bolsheviks is certain, and that within a comparatively short time all of European Russia and the most valuable part of Siberia will be open for trade with the world."

Foreign Trade Opportunities

3417. Rio de Janeiro, Brazil. Commission merchant wishes to be put in touch with manufacturers desiring a representative for the sale of their goods in Brazil.

3418. Santiago, Cuba. Importer and exporter wishes to be put in touch with San Francisco firms desiring to establish commercial relations in Cuba.

3419. Colombo, Ceylon. Firm wishes to be put in touch with importers of cocoa, cinnamon, copra, tea, quills, featherings, cinnamon oil, cocoanut oil, cardamons, pepper, etc.

3420. Playa Mayaguez, Porto Rico. Commission merchant wishes to be put in touch with exporters of flour, corn meal, rice, refined lard, packing house products, beans and peas, soap, wrapping paper, paper bags, nails and wire products, canned goods, etc.

3421. Clichy, Seine, France. Manufacturer of perfumes, face powder, hair lotions and other toilet articles, desires to be put in touch with a San Francisco firm who could act as their agent for the Western part of the United States.

3422. Marseilles, France. French firm would like to get in touch with exporters of California products, especially canned goods and preserves.

3423. Wellington, New Zealand. Party desires to be put in touch with exporters of oak lumber.

3424. San Francisco. Gentleman returning December 10th, to Auckland, wishes to represent American firms and manufacturers in New Zealand. Specifically building hardware and machinery in general.

3425. Penang, S. S. Manufacturers of cocoanut oil wishes to be put in touch with interested importers. Desires to purchase crude petroleum for return cargo.

3426. Paris, France. Firm wishes to be put in touch with exporters of dehydrated fruit.

3427. London, England. Firm wishes to be put in touch with exporters and manufacturers of toys of all kinds, dolls, leather, such as box calf, chevreau and patent boots and shoes, cutlery, optical goods, alarm clocks, etc.

3428. New York, N. Y. New York firm with foreign connections wishes to get in touch with growers and dealers in beans and peas, for the purpose of selling their output on a commission basis.

3429. Santa Domingo, Dom. Rep. Firm wishes to be put in touch with manufacturers desiring a representative for the sale of their products in the Dominican Republic.

Foreign Trade Breveties

The Foreign Trade Department has just received a set of volumes entitled "Chemical Technology and Analysis of Oils, Fats and Waxes" by Dr. J. Lewkowitsch. These are on file in the department, and may be consulted by those interested.

Shipyards in the Dominion of Canada now have under construction 127 vessels, aggregating 221,548 tons.

Foreign Trade Department Adds to Staff

For the purpose of rendering the most efficient service to the members of the Chamber, it is necessary to employ from time to time additional expert assistance for the various departments.

Recently the Chamber of Commerce procured for its Foreign Trade Department the services of Dwight K. Grady, who has spent the past four years in the Far East, and as a consequence is particularly well equipped to serve the interests of members requiring information regarding the Philippines, China and Siberia.

Chamber's Membership Just Grows and Grows

Fifty Initiates Every Month—Why? Because They Get Serviee

It will be of especial interest to the members of this Chamber to stop and consider for a moment the vast amount of cooperation being given to this organization which denotes a healthy condition of San Francisco's cooperative spirit.

We are increasing our membership by approximately fifty members per month and the great amount of good and encouragement given to the directors of the San Francisco Chamber of Commerce by this growing civic spirit is inestimable.

The following members were recommended for election by the Membership Committee at its meeting last Monday:

Givens Consolidated Rubber Co., Tire Manufacturers, 207 Second Street.

Samuel C. Hyer, Certified Public Accountant, 417 Market Street.

Indies Commercial Co., Exporters and Importers, 260 California Street.

M. Levy's Sons, Green Coffee, 209 California Street.

Robert L. Mackay, Heavy Hardware, 61 New Montgomery Street.

McGraw Hill Co., Publishing, 531 Rialto Building.

Montgomery Wynne Co., Exporter-Importers, 519 California Street.

Pan-Pacific Trading Co., Import and Export, 422 Montgomery Street.

Ranniger Sales Ageney, Importers and Mfr. Representatives, 417 Market Street.

Tonopah Belmont Development Co., Mining, 917 Hobart Building.

R. C. Witbeck, Hardwood Lumber, 1209 First National Bank Building.

Seattle Man fails to find Market in Australia and Japan

Result of Business Trips Causes Unfavorable Comment

Robert C. Monteagle, President and General Manager of the Pacific Coast Construction and Engineering Company of Seattle, has just returned from an extended trip to Japan and Australia without having sold any goods in either country, and he voices sharp criticism of what seems to him to be the Japanese and Australian attitude toward the United States.

In the Honolulu Star Bulletin of November 18, 1919, Monteagle is quoted as follows:

> "I did not sell a dollars worth of goods in Australia in the five weeks I was there. To cap climax American citizens are being forced to pay an income tax based on the time they stay in Australia. I had to pay $80 in Sydney in taxes for the five weeks I was in the country.
>
> "Feeling against America is very bitter in Australia today. Australians are buying American goods only because they can get no other, as England's productions of manufacturers has been out to next to nothing by her labor troubles.
>
> "Japan no longer attempts to disguise her dislike of America. Everywhere I went in Japan I saw sailors, men and school boys drilling.
>
> "Japan is an armed camp. The Inland Sea bristles with fortifications which are constantly being constructed year by year. Japan and Australia have a chip on their shoulders for America."

Passing in and Passing out Ship Movements Reported by the Chamber's Marine Dept.

Another evidence of the expanding commerce of this port is contained in the announcement by the Pacific Steamship Company that it will extend its operations to include Mexican and Central American ports. The first sailing from San Francisco will be the Steamer Senator leaving here December 15th, followed shortly after by the Curacao. Passengers will be carried in addition to freight. Ports of call include Mazatlan, San Blas, Manzanillo, Acapulco, Salina Cruz, Champerico, Ocos, Acajutla, La Union, Amapala and Corinto.

As They Come and Go

Schooner Honoipu left here last week for Eureka to load redwood for Australia.

Advices received at this department last week, state that Pusey & Jones launched the 13,000 ton cargo carrier John Adams at their plant on the Delaware.

Standard Oil Tank Steamer El Segundo arrived here from Tampico with 30,000 barrels high grade Mexican crude oil.

The largest importation of Java coffee that was ever brought to this port, reached here last week on the Dutch Steamer Soerakarta, from the Dutch East Indies, consigned to J. D. Spreckels & Bros. Co. Additional cargo consisted of 4,112 bales kapok, 200 bales fibre, 4,930 bags copra, 2,143 cases rubber, 1,600 ingots tin, and 75 cases quinine.

The barley laden ship Annie M. Reid, which left this port on October 16th for England via Panama Canal, arrived at Balboa on November 24th after a remarkably fast trip of 39 days.

W. R. Grace & Company have chartered the Steamers Redwood and Idaho to load lumber on Grays Harbor for discharge at Callao. The vessels will probably load nitrate for return cargo to this port.

Chas. Nelson Company have purchased the new Barkentine Koosawin from the U. S. Shipping Board and will place her in the Australian lumber trade.

The steel Steamer Centaurus, launched at Portland, November 17th for the Green Star Line of New York, will be placed on the berth at San Francisco about December 10th, to load freight for Callao, Arica, Antofagasta and Valparaiso. Comyn, Mackall & Co. act as local agents for the line.

Starting to load on December 10th, the Steamer Geo. W. Elder will take freight for South American ports from Callao to Valparaiso inclusive. The vessel will then ply in the South American coast trade, having recently been sold to parties in Callao. Williams, Dimond & Co. represent the owners.

The European Pacific Line, Williams Dimond & Co. Pacific Coast agents, announce homeward sailings of their Steamers as follows: Steamer Eelbeck, loading at London, Steamer Dewey loading at Bristol, Liverpool and Glasgow, Cockaponset loading at Hamburg, Antwerp and Rotterdam and the Effingham loading at Hamburg, London and Liverpool, in the near future.

The Toyo Kisen Kaisha have notified the Marine Department that their Steamer Persia Maru, from the Orient, will reach port on December 14th and will leave out for return on December 21st.

Arriving here from the yard of the builders last week in tow of the Tug Relief, the hull of the Barkentine George U. Hind will have her masts installed by local riggers, after which she will be operated by the builders and owners Rolph Navigation & Coal Co., in the off shore lumber trade.

The last of the 1919 Hawaiian crop of sugar reached here last week on the Steamer Marshfield, 23,587 bags on board consigned to Matson Navigation Co. The total bags brought to this port since January 1st to date are 6,838,714.

The Japanese training ship Yakumo is paying a visit to this port at present, and will proceed to San Pedro latter part of week.

The Fife Shipping Company have sold their Brig Geneva to Capt. E. L. Whitney of Mobile. The Shipping Board hull Aroturous has been bought by E. S. Hough.

Traffic Problems Brought to Solution

New Freight Consolidated Classification Will Benefit San Francisco—— Local Shippers Help to Relieve Car Shortage

Seth Mann, Attorney and Manager of the Traffic Bureau of the San Francisco Chamber of Commerce, has telegraphed from Chicago stating that the new Consolidated Classification will be effective December 30th. Rule 10 thereof, which aroused a great deal of interest in this locality, has been modified to apply on all shipments moving under both class and commodity rates in Official Classification Territory, but will apply in Western and Southern Classifications Territories only on shipments which move under class rates and not on those moving under commodity rates.

The original purpose of the proposed rule was to permit an arrangement under which various articles taking different ratings might be forwarded as a carload. In arriving at a charge for such carload service it was proposed to apply to the entire shipment the rate which obtained on the highest classified article.

As nearly all westbound transcontinental freight moves under commodity rates, it is believed that Rule 10 as amended will prove satisfactory to the membership.

Terminal Efficiency Committee Gets Support of Shippers

The San Francisco Terminal Efficiency Committee, on which H. M. Remington, Assistant Manager of the Traffic Bureau, is acting as shippers' representative, requests the use of these columns for the purpose of expressing its appreciation of the prompt and continued cooperation on the part of the shippers and receivers of freight in this city.

There has been a notable increase in the average tons per car obtained as well as more prompt loading and unloading of equipment. This, of course, means that additional cars are available for the shipper. During a trying period like the present, a special effort should be made to promptly release cars, ignoring entirely the free time allowed under demurrage rules, and this in order that the greatest possible use may be had of all available equipment for the handling of seasonable crops now being harvested in California. There has already developed a shortage of good box cars in the rice growing localities, and as the prompt movement of this valuable crop means a great deal to the State, every effort is being made toward relieving the situation.

Cases have also arisen where handlers of perishable freight moving in refrigerator cars have unnecessarily delayed the unloading. It is the opinion of the Committee that in some instances this has occurred because the shippers believed it preferable to pay demurrage charges, etc., rather than unload the freight into already congested warehouses. This question has been presented to the parties at fault and it is hoped to arrive at a solution without the necessity of resorting to such drastic measures as are in use in the Eastern part of the United States.

Lumber Case Dismissed

The Railroad Commission of the State of California has formally advised the Traffic Bureau that Case No. 417, which was filed June 24, 1913, by the San Francisco Chamber of Commerce against the Southern Pacific Co. and which called into question carload rates applying on lumber moving between San Francisco and all points within the State of California on the allegation that they were unjust, unreasonable, excessive and in violation of Section 13 of the Public Utilities Act, is dismissed without prejudice. This dismissal is based upon the fact that under decision of the Supreme Court of the United States dated June 2, 1919, it was stated that the power of the Federal Government is supreme over the intrastate rates of Federal controlled railroads.

San Francisco—Dockets

Docket 2792—(Hearing 11:15 A. M., November 28th)—Lime, carloads. Proposal to reduce rate, Newcastle, Cal. to San Francisco, from 21½ cents to 9 cents per 100 lbs.

Export Freight Through North Atlantic Ports

The Traffic Bureau has received a communication from C. E. Spens, Assistant Director of Traffic, United States Railroad Administration, wherein he states that while the Administration has as yet been unable to effect an arrangement with foreign lines operating at North Atlantic ports, there has been perfected an agreement with the United States Shipping Board covering cargo exported on vessels operated by or for the account of the Shipping Board at North Atlantic ports. This agreement contains the following provisions:

> "In the event of omission or failure of the United States Shipping Board, and, or, its agents, to clear carload freight on any vessel for which booked, all demurrage or storage charges accruing after the period of agreed free time, shall be paid by the United States Shipping Board.
>
> "If the rail carriers fail to transport shipments regularly booked, to the port in time to clear on steamer for which specifically booked, demurrage or storage charges will not apply until the announced date of the steamer on which it is again booked, after which the liability of the United States Shipping Board will be the same as in connection with the original transaction.
>
> "In the event storage or demurrage charges shall accrue, due to interference with transportation by shipper, or his agents, through the issuance of orders to hold such freight, or to divert such freight, or due to delay in securing, or error in preparing, export documents, or for any other cause for which shipper or his agent may be responsible, such charges shall be collected from and paid by shipper."

Instructions were issued on November 25th to make the foregoing arrangements effective as promptly as possible. These instructions when published will specifically name the ports and refer to United States Shipping Board operators at each individual port.

Sunset-Gulf Passenger Fares

The Traffic Bureau of the Chamber has protested the passenger fares recently increased for transcontinental traffic via the Southern or so-called Sunset Gulf route. Our protests have availed to the extent that we are assured by the United States Railroad Administration that the question of these fares has been reopened for further consideration.

These Are Things You Ought To Know

Mexican Check Ruling is Aid to Foreign Trade

San Francisco exporters engaged in Latin-American trade have been informed by the Mexican Consulate at San Francisco, that hereafter that office will accept uncertified checks from exporting firms. This concession in the interest of trade relations between San Francisco and Latin-American ports is made by the Mexican Consulate at the request of the Latin-American Trade Committee of the San Francisco Chamber of Commerce.

Under the consulate ruling uncertified checks will be accepted from firms that are prepared to submit banking references so that there may not be any doubt as to their integrity and good standing in local financial circles.

It is announced also by the Mexican Consulate that hereafter the office hours at the Consulate will be from 9 A. M. to 12 M., 1 P. M. to 4 P. M. of week days. On Saturdays the office hours will be 9 A. M. to 12 M.

New "Window" Envelopes Ruling

"Window" envelopes, to be mailable, must be so prepared that the "window" or transparent panel in the front, through which the address on the inclosure is disclosed, shall be parallel with the length of the envelope and shall be as transparent as possible. The "window" shall not occupy any space within 1⅜ inches from the top nor within ⅜ of an inch from the bottom or ends of the envelope. Such envelopes shall bear the card of the sender, that is, his name and address, which shall be placed in the upper left corner of the address side. The return card of the sender to be complete as to the address must show not only his *name*, but also a street address (when the post office is one having city delivery service) or number of post office box rented by him in lieu thereof, together with the name of the post office and state. The mere name of a building will not suffice for a street address. No printing around the "window" is permissible, nor on any part of the envelope where it will interfere with a distinct postmark, rating indorsements, forwarding address, etc. The stationery used in "window" envelopes, or at least the portion upon which the exposed address appears, must be white, or, if colored, of a very light tint or shade. The use of dark-colored stationery in "window" envelopes is not permissible. Nothing but the name and address of the addressee should appear on that part of the inclosure visible through the "window." The address should be written clearly and boldly, preferably in typewriting, with ink of a dense black or other strongly contrasting color. Changes in address must not be made on the "window" but on the opaque portion of the envelope. "Window" envelopes not conforming to the foregoing are unmailable.

Danger From Christmas Tinsel Displays and Decorations

The Board of Fire Underwriters of the Pacific are calling to public attention the fact that the introduction about premises of Christmas greens, harvest specimens, moving picture exhibits, and other inflammable materials, such as cotton to represent snow, and the like, introduces an additional hazard not contemplated by the underwriters in issuing policies of indemnity covering the usual fire hazard. In this connection, reference is made to one of the conditions of the California standard form of fire insurance policy, wherein it is stipulated that:

"Unless otherwise provided by agreement endorsed hereon or added hereto, this company shall not be liable for loss or damage occurring while the hazard be materially increased by any means within the control of the insured."

Tonnage Movement Port of San Francisco, Month of November

(Compiled by Marine Department of San Francisco Chamber of Commerce)

Sixty-two more vessels operated in and out of the port of San Francisco during November, 1919, than in the same month, 1918.

	Arrivals November, 1919 Tons		Arrivals November, 1918 Tons	
	Steam	Sail	Steam	Sail
Foreign Ports	111,145	1,150	75,285	23,529
American (other than coast)	80,529	4,370	49,458	5,192
Coast	272,013	64,008	206,637	44,023
Total	463,687	69,528	331,380	72,744
Total number vessels	379		359	

	Departures November, 1919 Tons		Departures November, 1918 Tons	
	Steam	Sail	Steam	Sail
Foreign Ports	166,129	6,657	105,967	14,986
American (other than coast)	65,311	2,513	42,666	2,492
Coast	237,810	60,083	201,790	50,907
Total	469,250	69,253	350,423	68,385
Total number vessels	392		346	

New Accountancy School

Announcement has been received by the Chamber of the establishment of the San Francisco Institute of Accountancy. This school is to specialize upon accountancy and business administration. The offices of the school are in the Lachman Building, 417 Market Street.

Trade At a Glance—*By Bradstreets*

SAN FRANCISCO
- Wholesale and Jobbing Trade—Fair to good.
- Retail Trade—Fair to good.
- Manufacturing and Industry—Active.
- Yards resuming.
- Collections—Fair to good.
- Export and import ending October 26th, wheat none, flour none.

SEATTLE
- Wholesale and Jobbing Trade—Good.
- Manufacturing and Industry—Fair.
- Collections—Good.

PORTLAND
- Wholesale and Retail Trade—Good.
- Manufacturing and Industry—Fair.
- Collections—Fair.
- Hops in big demand.

SPOKANE
- Wholesale and Retail Trade—Excellent.
- Manufacturing and Industry—Active.
- Collections—Good.
- Winter wheat good to date, apples are being shipped in large quantities.

LOS ANGELES
- Wholesale and Jobbing Trade—Good.
- Retail Trade—Good.
- Manufacturing and Industry—Active.
- Collections—Fair to good.

Knight-Counihan Printing Co.

SAN FRANCISCO
CHAMBER OF COMMERCE ACTIVITIES

Volume 6 | The Commercial, Financial, Industrial and Governmental Metropolis of the Pacific Coast | Number 50

Every Friday ——December 12, 1919

If They Don't Believe It, Show Them the Figures

Whenever You Boost, You Ought to be Prepared for a "Call"

Here is a San Francisco showing that ought to convince the most skeptical fellow on earth.

It shows in cold type the progress being made by San Francisco in:

	November, 1918	November, 1919
Bank Clearings	$507,099,801.00	$678,115,769.00
Building Construction	172,144.00	2,050,809.00
Real Estate Sales	2,761,787.00	5,949,674.00
Postal Receipts	346,781.59	392,889.54
Exports (October)	18,252,089.00	9,802,546.00
Imports (October)	14,909,644.00	19,464,867.00
Tonnage Departures	414,808 tons	538,503 tons
Tonnage Arrivals	404,124 tons	533,215 tons

The figures above give encouraging evidence of business reconstruction since the signing of the Armistice.

Large increase will be noted for each item with the exception of exports. This low figure, as is commonly known, is due to the fact that the business of this port has been handicapped by reason of the longshoremen's strike.

Up-to-date Trade News by Wire

National Chamber Weekly Telegraph Service to Paeific Coast Members

In the last issue of the "Activities" was contained the first telegraph service bulletin issued by the Western Office of the Chamber of Commerce of the United States.

The news thus disseminated has been of great value and similar bulletins will be found each week in these columns.

Excess Profits Taxes

The Secretary of the Treasury agrees with the British Chancellor of the Exchequer in opposition to the continuance of taxes on excess profits. He declares these taxes encourage wasteful expenditures, put premium on over-capitalization, and penalty on brains, energy and enterprise, discourage new business enterprises, confirm old ventures in monopolies, and are a material factor in the increased cost of living. If the excess profits taxes are repealed for 1920, the Secretary suggests that normal income tax and rates of surtax on smaller incomes be raised to bring in new revenue equal to the amount lost through elimination of excess profits taxes.

Shipbuilders Claims

The hesitation of the Shipping Board to proceed with settling the equitable claims of wooden shipbuilders upon account of cancellations and curtailments after the armistice has now resulted in the introduction of a special bill in both Houses specifically authorizing the Board to liquidate each claim upon such terms as in view of the facts it decides are just and equitable. To be considered, a claim must be based upon a request or demand from a representative of the Shipping Board or Fleet Corporation and upon the bona-fide expenditures or obligations incurred before the armistice as a consequence and with assurance from the representative that reimbursement would follow either in money or additional work. Before the Senate Commerce Committee hearings will be held soon in connection with the whole mercantile marine policy, the exact date of hearings will probably be determined on December 11th.

Industrial Conference

The Industrial Conference which began December 1st now expects to prepare a draft of its preliminary recommendations respecting labor problems by December 19th, when recess will be taken, sessions to continue probably sometime in January before making a report to the President. The Conference will afford leaders in industry and labor and also the public an opportunity to express criticisms and make suggestions about the draft of recommendations. General topic, machinery and methods are being studied under three headings, that is, as affecting workers in private industries, in public utilities and in Government service. Special study is being given to the question of the right of the two latter classes to strike and to the possibility of the creation of machinery empowered to deal with their grievances.

Pacific Coast Radio Stations

The use of the Navy Department radio stations on or near the Pacific Coast, in the Philippines and elsewhere in the Pacific for transmission of commercial and press messages at rates not less than those that privately owned stations charge, is authorized in a new bill introduced in the House December 3rd.

Federal Trade Commission Complaint

The sale of goods inferior to sample is charged as a method of unfair competition in the first formal complaint of its kind filed by the Federal Trade Commission against an American exporter of leather. The concern is alleged to have sold kips as California and inferior sheep skins as Cabretta.

Cotton

The ginnings of American Egyptian cotton to December 1st was 24,240 bales against 10,170 last year. Total cotton ginnings 8,838,712 bales, or decrease about 733,000.

Belgian Industrial Recovery

Recovery of industries in Belgium is indicated by the increase of coal output to nearly 90 per cent normal. Belgium now ranks fifth among the nations of the world as a market for American exports.

Hotels Pledge Support to Foreign Trade Convention Committee

Guarantee Made of Sufficient Rooms to Accomodate All Delegates

Hotel and steamship men of San Francisco are cooperating heartily with the Pacific Coast Committee in charge of the Seventh National Foreign Trade Convention to be held here in May, 1920. Leading hotel men have pledged fifteen hundred rooms at the best San Francisco hotels to accommodate delegates to the convention. As part of the work of the hotel committee incoming delegates will be met on trains and given cards with the numbers of their rooms so that they may be saved the bother of waiting in line at the hotel desks.

Many prominent citizens who have permanent quarters at the leading hotels have signified their willingness to surrender their apartments for the use of visiting delegates.

The problem of getting delegates here from the Orient has been met by the representatives of the Steamship lines operating between Pacific Coast and Oriental ports. At a meeting held in this city Monday the steamship men pledged themselves to instruct their agents at Oriental ports to give first preference to delegates. Instructions to this effect will go forth by cable and will be backed up by instructions by mail.

Among the companies at the meeting and their representatives were: Toyo Kisen Kaisha by K. Kanda, and R. N. Crowder, General Passenger Agent; The China Mail Steamship Company by A. M. Garland, Assistant to President, and H. N. Thomas, General Passenger Agent; The Canadian Pacific Railway, by F. L. Nason, General Agent for Passenger Department, and A. P. Villain, Traveling Passenger Agent; The Matson Navigation Company by W. H. Sellender, General Passenger Agent.

William Pigott, President of the Pacific Coast Steel Company and a member of the National Foreign Trade Council, was at the meeting and urged the importance of the Convention for Oriental and Pacific Coast traders. Marshall Dill, Chairman of the Foreign Trade Committee of the San Francisco Chamber of Commerce, presided.

The Pacific Mail Steamship Company has already made arrangements with its agents to have special favors shown to delegates who desire to use that line to come to San Francisco. Cooperation is also pledged by British and Dutch Lines. It is expected that the forthcoming Convention will be the most important in the history of the National Foreign Trade Council and an attendance of between two and three thousand is anticipated.

Pioneer Industrial Democracy on Strike

A Cooperation Shop Plan That Failed Because of "Outside Influence"

(Editor's Note: This is the third of a series of articles upon the subject of the Betterment of Industrial Relations, by C. A. Day, Industrial Director of the San Francisco Chamber of Commerce. Mr. Day recently investigated various shop plans in eastern cities, and he has returned with a fund of facts that should be of practical benefit to all those who are seriously seeking a solution of the industrial problems of today.)

There was given on this page last week a brief recital of the success achieved by the Packard Piano Company of Fort Wayne, Indiana, under the Leitch Industrial Democracy Plan. This week we present "Industrial Democracy on Strike," a short story of the experience of a New York factory after two years of peaceful progress under a similar scheme of joint government.

The establishment of William Demuth & Co. has been widely advertised as one of the pioneers in the field of joint industrial management, having installed the plan under the direction of John Leitch over two years ago. The Company is the largest of three manufacturers of smokers' pipes operating in the City of New York and employs between 900 and 1,000 men and women.

Early in 1917 the Company proposed a plan for an Industrial Democracy in which the workers would have a share in the determination of matters effecting wages, hours and working conditions, and would also participate on a fifty-fifty basis, in addition to their wages, in any saving made in costs of production. After much discussion and a great deal of explanation the proposed plan was adopted at a meeting of the employees.

The workers soon realizing that the Company was acting generously and in good faith and was sincere in its desire to deal justly in all matters of dispute, promptly accepted their share of the responsibility for the successful operation of the factory, forgot their former troubles and bent their efforts on improving quality and increasing production.

Finding that quality as well as quantity paid, the workmen soon began to offer suggestions leading to improvement in methods and equipment. Close attention to quality resulted in a noticeable increase in "firsts" and "seconds" and a corresponding decrease in "seconds" and "thirds." By vote of the employees the weekly hours of labor were reduced from 53 to 48 in spite of which the plant showed a 10 per cent increase in production. Dividends ranging from 6½ to 17½ per cent were declared every two weeks, adding a substantial sum to the pay checks of the workers.

Late this summer and out of a clear sky trouble appeared in the person of the business agent who having been successful in unionizing the Demuth Company's competitors was free to turn his attention to the larger concern. His efforts at first unsuccessful finally resulted through the introduction of labor emissaries among the workers, in creating disaffection in some of the departments. A union was formed and prompt demand made on the management for a 25 per cent increase in wages and recognition of the union. The company insisted that all grievances be submitted to the joint council, the union refused and a strike followed. About 150 men obeyed the strike order and left their jobs, some of them joining the forces of the organizer in a campaign of intimidation which extended even into the homes of the workers who had remained loyal to the company. From the union viewpoint the campaign was successful and when about 400 of the force had been "persuaded" to quit, the plant was compelled to close down.

Mr. Leopold Demuth, the President of the Company whom I interviewed on September 26th naturally showed some chagrin at the temporary failure of his cherished plan but expressed a firm belief in its fundamental soundness and ultimate success. "The company is no doubt partly to blame" he said "in not seeing to it that the system was thoroughly understood by every worker in the establishment." We will not operate a closed shop and we will not recognize the union, but those who have left their jobs are free to return under the system installed with the approval of their chosen representatives."

The union allegations that the wages paid were lower than in other pipe factories, that the workers were not accorded true representation, and that the bonus system did not benefit the majority, may be in a measure true, but the outstanding fact of the whole controversy is that a joint arrangement satisfactory to the company and to a large majority of the workers was upset by unsought and unwarranted interference on the part of outsiders.

New York Strike Estimate Shows Big Total

A recent estimate made in the office of Ernest Bohm, Secretary of the Central Federated Union of Greater New York places the number of men on strike in New York at 170,000. made up as follows.

Marine Workers	25,000
Expressmen	5,000
Cigar Makers	15,000
Millinery Workers	7,500
Copper Smiths	1,000
Shipbuilders	3,000
Printers, Pressmen, etc.	5,000
Box Makers	500
Piano Workers	10,000
Building Trades	25,000
Mattress Makers	500
Tailors	3,000
Laundry Workers	20,000
Unclassified	50,000
Non-strikers thrown out of work	50,000

Making a grand total of.....220,000 men out of work in one American city.

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For What You Want to Know —— Call KEARNY 112

THE ENLIGHTENED EMPLOYER

HIS NEW VIEWS GIVE HOPE OF BETTER CONDITIONS IN INDUSTRY

What the enlightened employer thinks of the "Place and Rights of Capital" in the present social order was the theme of a forward looking address delivered Sunday night by Robert Newton Lynch, Vice-President and Manager of the San Francisco Chamber of Commerce, from the pulpit of the First Congregational Church of Oakland.

Reactionary employers of the ultra selfish type and radical destructionists in the ranks of labor were set out in a strong light by Lynch in the course of his address, which was a strong appeal for a better understanding between the employer and employee upon the basis of justice and right thinking.

Lynch said partly:

"The enlightened employer recognizes that the difficult problems he has to face today have been largely of his own creation and that a more sympathetic and less arbitrary dealing with the human element in industry would have saved him from many of these problems which have been capitalized by men who exploit labor in their own interests.

"The employer today realizes that he has resisted at the wrong points, namely, against higher wages, shorter hours and better working conditions.

"It is the present view of the enlightened employer that there should be created a sense of partnership in productive industry whereby the true objective of employer and employee is better understood—that the working man shall have the largest possible share consistent with all of the factors involved, but that he must be a responsible law-abiding American.

"It is recognized too, by the enlightened employer that the working man is entitled to the economic power involved in his organization, that is if he will exercise that power under the laws of the country.

"The heart of American labor is sound and patriotic and can be depended upon to respond to the call of country, righteousness and duty in spite of the fact that alien influences with false, and sometimes anarchistic doctrines have been active throughout the country and that there has been insistent preaching of class hatred throughout the land. The average workman is a true American and is doing his best according to his lights.

"Organizations of working men have accomplished great reforms and however badly led by selfish leaders who wrongly aim at securing a hateful monopoly, they have proved themselves a necessary part of our modern industrial system and have secured greater recognition for the rights and interests of the working man.

"The fortunate thing in the present industrial disturbance and unrest throughout the world is the fact that there is much clearer thinking on the part of the public as to the real issues involved and the power of an enlightened public is rebuking the narrow and selfish claims of different groups and bringing into clear light the higher and compelling interests of the people as a whole.

"No man is a true American who insists on class distinctions and seeks to overturn the unity of the United States.

"There is going to be a general recognition of the rights of individuals as guaranteed by the Constitution of the United States and of the rights of private property which is essential to individual initiative. There can be no real progress unless this right is fully protected at all times."

In summing up Lynch said that there should be required the obedience of all citizens to the authority of the government and that there should be an implacable resistance to those elements which through intellectual theories or organization of economic forces seek to overturn the present social order by working for nationalization of industries and the submission of the country to the tyrannies involved in soviet government. There should, he said, be armed resistance, if necessary, to I. W. W.'ism and anarchy wherever it rears its head.

THE PICKETING LAW

ITS VIOLATION IS WITNESSED DAILY IN SAN FRANCISCO

On November 7, 1916, the voters of San Francisco, by a substantial majority, passed what is known as the Anti-Picketing Ordinance. This Ordinance provides that it shall be unlawful for any person to loiter, picket, or display any banner, transparency, badge, or sign, in front of any place of business for the purpose of influencing or inducing any person from entering such place.

Despite this Ordinance the San Francisco public daily witnesses a parade of pickets in front of shops whose proprietors have incurred the displeasure of a union. These pickets display to passers-by so-called newspapers on which appears, in glaring letters, "UNFAIR TO ORGANIZED LABOR," or words to that effect. These papers are displayed for the sole purpose of diverting trade from the picketed establishments and they are not really for sale or intended to be sold. In these cases those arrested and charged with a violation of the Ordinance are dismissed by our police judges.

The Chamber of Commerce is confident that the law abiding element in the community will not continue to sanction this failure to enforce the law, and until some means is found to guarantee its enforcement, suggests that members of the Chamber help to discourage picketing and make it ineffective by extending their patronage to the concerns boycotted. A list of such firms will appear in this publication weekly and members are requested to cooperate in the manner suggested.

American Progress in China Based on Persistent Effort

Some Firms Expected to Relinquish Efforts, So Far Fruitless

Sixty-seven American concerns have recently opened branches in Shanghai, China, according to reports. Commercial traveling men who have returned from tours of the Far East have in many cases gone on record as believing that the majority of these firms will close their offices in Shanghai within a year.

This contains much of significance to the many interested in foreign business. It is significant because it betrays the limit of vision of many who visit Far East countries. It is quite possible that many of the firms in Shanghai will close, but this does not necessarily mean that Shanghai or any other important trade center of the Far East is overworked. More likely will it indicate that the American connections of these foreign branches will have grown impatient upon finding that their dreams of "getting rich quick" have not materialized.

While many businessmen in America visualize the Orient as a Mecca for those who would acquire wealth over night, this point of view is to say the least a decidedly befogged one. The actual situation is often the reverse. Many months of persistent effort and heart breaking struggle are often necessary before the branch is able to report its first real order.

In addition to being forced to face all the problems of domestic concerns, the branch in the Orient must solve other questions, among them that of the psychology of a race entirely different from the Americans, that of securing efficient assistants for the office and selling staff, and problems of shipping and exchange which rarely ever present themselves to the domestic office.

It is not unusual for the manager of a foreign branch to receive orders from the parent concern to cut down on overhead. The demand for retrenchment presents one of the foreign branch manager's chief difficulties.

The history of the most successful American importing and exporting firms in Oriental cities will reveal in most cases a year of constant effort practically without tangible reward. During this time the foundation for a profitable business is laid. This costs money. Rent, salaries, entertaining costs, equipment, and in fact all overhead are very often much higher than in America, and many firms attempting to do business on a "shoe string" discover this and withdraw from the field in disgust after a few short months.

This is sheer waste. The average Oriental will not as a rule deal with any but a long established institution. His confidence must be won and it will not be won by a "carpet bagger." The firms that have gone into China prepared to do a year or more of missionary work if necessary will find that in the years to come this time was not wasted. It is said that from one-third to one-half of the population of the globe inhabits the Oriental countries. Shanghai may be the center from which other Oriental branches are established to cater to the unlimited demands of this tremendous population. The American importer and exporter whose vision is broad enough to perceive this will not fail, providing he has selected his personnel carefully, and spent his money judiciously. The demands of the Far East will not be satisfied by merely adding sixty-seven new branch houses of American firms to that vast territory. There is yet room for scores more of the right kind.

Foreign Trade Opportunities

3430. Leone Bay, U. S. Naval Station, Pago Pago, Samoa. Merchant wishes to be put in touch with exporters of general merchandise. Would like to receive catalogues, terms, etc.

3431. Osaka, Japan. Japanese firm wishes to be put in touch with importers of buttons and brushes, and exporters of packing house by-products.

3432. Tokyo, Japan. Japanese firm wishes to be put in touch with importers of silk.

3433. Barranquilla, Colombia. Import and export firm desires to get in touch with exporters of textiles and food stuffs, also with importers of Colombian products.

3434. Genova, Italy. Firm wishes to be put in touch with San Francisco merchants desiring representation in Italy, or who wish to import to or export from that market. Especially interested in food products.

3435. San Francisco. Young man leaving San Francisco to reside in India is willing to accept commissions for local business men or will act as representative.

Foreign Trade Brevities

A mission representing Czecho-Slovakia interests is leaving Trieste, where a trade conference has been held, for the Far East on board a Japanese steamer loaded with products from Czecho-Slovakia.

Commerce Reports No. 278 of November 26th, states that American banks in Colombia are accepting products for export on bills of exchange. The payment basis is two-thirds of the market price, the balance being credited to the seller when the export transaction is completed.

Commerce Reports No. 278 of November 26th states that a rapid growth of the condensed, evaporated and powdered milk industries has been recorded in New Zealand.

A law effective November 8th has been promulgated by the French Government prohibiting the export of arms to China from France, her colonies and protectorates.

Barley flour cannot be exported from England without licenses, it is reported. Barley and barley flour have been under an embargo since early in the war.

The Bureau of Foreign and Domestic Commerce reports that the foreign trade for the first ten months of 1919 is greater than the total for 1918. In round numbers this year's business totals $3,000,000,000 against $2,000,000,000 in 1918.

Embargo on Bunker Coal

Immediately upon newspaper report that Bunker Coal would be refused to foreign ships, the Foreign Trade Department of the San Francisco Chamber of Commerce took the matter up, and for the information of those interested gives the result of its investigation.

Coal arriving in San Francisco by water will not be affected by the embargo.

Coal arriving by rail will be refused for bunker purposes, except it will be permissible to use rail coal already here, which, it is understood, represents a supply for about thirty days.

Connections Wanted

New York firm having connections in China, desires to represent San Francisco firms and also to secure good connections in San Francisco to act as agents for the sale of Chinese products. Further details may be secured by applying to the Foreign Trade Department.

Pacific Promised Next Free Liners

Shipping Board is Told China Field is Unlimited—Need of Vessels Urgent South American Trade to be Served First

The lack of American ships in which to carry American goods to the Orient has been presented to the United States Shipping Board as a matter of grave national concern on December 3rd, headed by Charles C. Moore, who was President of the Panama-Pacific Exposition, a delegation of 24 men, representing the entire Pacific Coast, and including also representatives of Hawaii and the Philippines, declared to Judge John Barton Payne, chairman of the board, that unless immediate steps were taken to put American ships on the Pacific routes the United States was in danger of losing millions in trade to foreign countries.

The presentation of the situation was made by Dr. Paul Reinsch, former United States minister to China. Dr. Reinsch said the opportunity for American goods in China was unlimited. The government of China was ready, he said, to cooperate with the United States in the organization of its coastal and river shipping. Two hundred million Chinese farmers on 20,000,000 farms were ready to buy implements of American manufacture, but American ships to carry them were lacking.

China Wants Autos

China was awake to the automobile, he said, and today there was an opportunity for the sale of at least 10,000 motor cars. There was opportunity for American manufacturers to sell cotton goods, chemicals, drugs, glass and all kinds of products, but the ships to carry them to Oriental ports were lacking, he declared.

He had no complaint or criticism of the Shipping Board. He realized its difficulties, he said, but it was a question on the importance of which the whole country should awaken. The situation was so serious, he asserted, that not only were there not American ships enough to carry our goods, but it was next to impossible to get any bookings to Oriental ports on foreign passenger ships.

Passenger Ships Needed

He said the chief obstacle is the lack of passenger accommodations. He told of instances where business representatives of firms had been compelled to wait weeks, if not months, for accommodations. Under Japanese control of shipping, he said, there was often juggling and delay of shipments, as well as censorship of our mail and the opening of letters.

Furthermore the great percentage of Pacific Coast shipping, he said, is controlled by the Japanese. All this, he declared, worked against American business. It was a question of the most serious concern to the Shipping Board, Congress and American business men generally.

The specific thing Dr. Reinsch recommended was a fortnightly passenger service from the Pacific Coast to Oriental ports, including passenger freight vessels of 17 knots speed. These should cover three routes, he suggested, with four vessels on each route. The first of these routes would reach Japan, Vladivostok, Mongolia and Siberia. The second would reach Hawaii, Japan, Central China, Hongkong and Manila. The third would reach Manila, India and the Straits Settlements.

Bi-Weekly Sailings Asked

There should be bi-weekly sailings on each of these routes, he said, which would give the Pacific Coast six sailings to the Orient each month. Unless steps were taken, and taken soon, to supply American ships for the Pacific trade, vast currents of commerce would go to other countries, Minister Reinsch said. It was not a sectional question, he declared, but one of deep concern to the entire American people.

At the conclusion of the hearing Chairman Payne said that the statement made had met "appreciative and responsive ears" on the part of the board. Judge Payne said, later, that the first suitable ships available for Oriental shipping would be alloted to the Pacific. The Board's first task was South America, he said, and it was working on that now. The next would be the Pacific.

Cooperation Will Bring Coast Ports to Greater Prosperity

[Los Angeles Examiner, December 6, 1919]

The port cities of the Pacific Coast are now definitely under way along the one channel that will lead to great achievement—the channel of cooperation.

The rivalries between the several ports will continue, and properly. But they will be sunk when it comes to the problem of creating the proper attitude at Washington toward the needs of this coast. And we start with the allocation of ships by the United States Shipping Board. In that problem the ports of San Francisco, Seattle, Los Angeles and the rest will merge their interests wholly and speak with a single voice.

The conference of representatives from all the coast cities, called by the San Francisco Chamber of Commerce, has done a fine and helpful thing in working out this new policy of cooperative effort. A decision to cooperate is always a great victory, for it represents always a comprehension of a great and everpowerful principle which must be brought to function in many other lines of effort if we are to work out the enormous problems with which nowadays we are faced.

The question of the allocation of shipping to Pacific Ocean routes has been on the boards for many months. In most of the decisions of the Shipping Board there is no question the Atlantic Coast has got all the best of it. The results have been disastrous for Pacific Coast shipping houses and Pacific trade.

The action that will follow the decision of the ship-allocation conference recently concluded in San Francisco will seek to remedy this situation. And there is little question that, with the strong delegation that is now laying the Pacific Coast's case before the Washington authorities, a remedy will be found.

The suggestion that the group of Pacific Coast ports maintain a regular office at Washington, with a big man at its head as the Pacific Coast's representative, is not only a good suggestion, but there must be no question that it shall be carried out.

There are many other problems coming up in the years to come which will require, for our benefit, that a watchful eye be always on the Washington authorities when decisions are made about shipping matters. The importance of the Pacific Coast is a growing importance, enlarging inevitably with the enlargement of Pacific Ocean commerce. It is through these ports on the Pacific Coast that the American trade of the future will flow most abundantly. There is no doubt of that. We must be prepared, then, to plan in advance that our growth shall be helped to the uttermost, not hindered by a lack of thorough understanding at Washington of Pacific Coast needs. That is what a Pacific Coast shipping office at Washington, maintained by the cooperating port cities of the Pacific Coast, will be able to do.

The San Francisco Chamber of Commerce is to be congratulated upon its public spirit in initiating this effective conference. We have made a great beginning in a great task. Let us stay with it with every energy we can command. The results will be sure and will redound to the credit and the benefit of all of us.

Placement Bureau Affords Excellent Channel for Securing Executive Help

Weekly List of Applications Offered

During the past year, there have come to the Placement Bureau many demands for capable executive and technical help. In practically every instance, the requirements of the members have been satisfactorily filled.

Due to the cooperation of the members in availing themselves of this service it has been possible to place about seventy-five per cent of the applicants who have registered, and among these have been a large number of ex-service men.

It is suggested that whenever a position is filled through the Placement Bureau, that the member request the applicant to so advise this office, as in many cases it is difficult to check up the filling of a position without this information.

DISCHARGED SOLDIERS AND SAILORS

335. Expert accountant, bookkeeper, auditor, paymaster, thoroughly conversant general office management. Understands preparation of Federal Income Tax returns. 44 years of age, married. College education, desires position of trust and responsibility, can furnish bond and best references.

336. Executive ability, age 21, 3 years practical experience largest import and export concern. Three years College of Commerce, U. C. Knowledge of shorthand, typing and secretarial work. Spanish.

337. Discharged officer, twenty-nine years of age would like position in traffic department, eight years experience. Import and export house preferred.

338. Young man, age 25, single and a university gradnate desires position with an exporting and importing concern.

339. Wanted by young man with good education and some experience in responsible office work, position with growing concern in country or foreign office.

340. Lieutenant desires position. Can adapt myself to any work required and will work for employer's benefit.

341. Position as collector or similar employment.

342. Officer desires position, 12 years experience in charge of office, some experience in bank, capable of organization work and handling personnel. Speaks German, Polish, Bohemian and English.

GENERAL APPLICATIONS

1526—Wanted by married man, possessing legal and accounting experience. Position with local manufacturer where opportunity to learn foreign trade will be given with view to eventual representation in Australia.

1527. Experienced in all branches of steamship company's books desires position as accountant or bookkeeper. Five years assistant cashier and assistant bookkeeper in Cunard Line. Four years was assistant purser and purser on Cunard steamers. Four years during war was paymaster in British Navy.

1528. High class office man desires position as manager or assistant to chief executive. Long San Francisco experience. Highest references, excellent reasons for change. Shipping, export and import, insurance preferred.

1529. Young married man familiar with local buying and storeroom systems in addition having thorough knowledge of traffic matters desires position.

1530. Wanted position as draftsman, 25 years experience, willing to leave town.

1531. Orient, South America or Europe, married man, age 28, who has travelled in these countries, wishes position with a firm engaged in foreign trade. Speaks four different languages.

1532. Young man, age 32, wants executive position, 14 years general business experience with large transportaiton corporations in supervisory capacity.

1533. Clerical position or claim correspondent ten years experience with Wells Fargo and American Railway Express. Best references.

Passing In and Passing Out

Ship Movements Reported by Chamber's Marine Department

The United States Shipping Board has authorized Williams, Dimond & Co. to announce that nine steel steamers which have been allocated to them for European service are expected to remain in that service permanently.

The Steamers are the West Aleta, Cansunset, Cockaponset, Dewey, Edbeck, Effingham, Orani, West Cayote and West Katan. They are all from 8,800 to 9,600 tons dead weight.

In addition to this, the United States Shipping Board has authorized this company to announce that these steamers will load homeward cargo from the various European ports for direct delivery at San Francisco, San Pedro, Portland, Seattle and Tacoma.

There is no restriction as to any minimum quantity of cargo required for direct delivery at any of the above ports, with the exception of San Pedro, direct calls for which port will be governed by a minimum quantity of 300 tons per steamer.

The United States Shipping Board has also authorized the acceptance of shipments of samples, on the basis of a rate per 100 pounds applicable on the commodity shipped.

As They Come and Go—

Standard Oil Ship Daylight is at Point Orient loading a full cargo of refined and lubricating oil for the Philippines. This cargo is considered the largest shipment of its kind ever to leave this harbor in a sailing vessel. Schooner Samar left out last week for Dunedin, N. Z., with 22,000 cases of oil which was sent out by the Standard Oil Company.

W. R. Grace & Company have announced that the next vessels to leave here for Valparaiso and West Coast points will be the Santa Alicia booked to leave middle of January, after which the Santa Flavia will depart during the month of February. The Company also announces that the Swedish Motorship Suecia will commence loading here for Scandinavian ports next month departing about February 1st.

Dodwell & Company have notified this department that the company's Steamer Eurydames will load out at this port for Liverpool, the latter part of this month. Freight space is now ready.

The Dutch Steamer Tjisondari, arriving here from Batavia, brought some extra heavy shipments among which there were 33,646 bags coffee, 12,454 bales rubber (which goes to Eastern markets), 413 cases cigars, 4,620 slabs tin, 113 cases silver bullion consigned to a local banking concern, and 15,412 bags copra cake; there were many other shipments such as pepper, tapioca, flour, hides, leather, etc.

The Chas. Nelson Company's new Barkentine Koosawin, which they purchased last week from the Shipping Board, has been chartered to J. J. Moore & Co., Inc. Vessel will load lumber on the Columbia River for discharge at Sydney, Melbourne or Adelaide.

Capt. Fritz Olsen, general manager of the Norway-Pacific Line, announces the movements of vessels of their fleet of motorships as follows: The Borgland loads at Christiania only for San Francisco and other Pacific Coast ports this month. The George Washington takes freight at Christiania and Antwerp January-February loading. Homeward bound sailing from this port for Christiania, Copenhagen, (Hamburg, Antwerp and Rotterdam) if sufficient inducements are offered, the Borgland loads January-February and the George Washington March-April.

Balfour, Guthrie & Company, Agents for the Harrison Direct Line, have notified this department that the Company's Freighter Crown of Toledo loads at Liverpool closing on December 11th, at Glasgow closing December 13th. Steamer Historian loads at Liverpool, closing January 16th, loads at Glasgow if sufficient inducements offer, for San Pedro, San Francisco, Seattle, Vancouver and Victoria.

Central Bureau Organized to Disseminate Information

All Inquiries Now Handled by Research Department

(and our Telephone Number is Kearny 112)

Can You Answer These Questions?

What sections of the world are most densely populated?

What sections of the world are most sparsely populated?

How is the world's population and wealth distributed with regard to San Francisco?

At about what point does the world's commerce of New York and San Francisco meet in equal distance eastward from New York and westward from San Francisco?

What are the differences between the various plans now under consideration for the reversion of the railroads from Government to private ownersip?

What is the length of the shore line of the Pacific Coast?

Approximately where is the center of automobile ownership in the eleven western states?

How many San Francisco houses maintain branches in other Pacific Coast cities?

What are the present and probable future developments of California as a result of hydro-electric energy?

Do the iron ore deposits of California possess real commercial value?

What sections of San Francisco are decreasing in population?

How far eastward can San Francisco merchants distribute goods in competition with eastern houses?

What is being done to reduce the price of coal in San Francisco?

How many days in the year does the sun shine in this city?

What products are manufactured in San Francisco?

What should I do to increase the volume of my business?

Where can I purchase some of the goods which I find difficult to obtain?

What general lines of business seem to offer the greatest possibility for development on the Pacific Coast?

What are the advantages which San Francisco offers for a given line of industry?

Perhaps you can answer many of the foregoing questions.

Perhaps you can answer a few of them.

Perhaps you can answer one of them.

There is only one organization which is expected to answer all of them.

That organization is the San Francisco Chamber of Commerce. The queries which you have read are typical of the thousands of questions with which the Chamber is confronted. In every case a positive answer must be supplied.

Research Department Instituted

The heavy demands upon the Chamber for answers to questions of all kinds have prompted the organization of a Research Department. This department began its work on the first of this month and has already been filling a very important place in the daily activities of the Chamber.

The aim of the department is to gradually build up a storehouse of information bearing upon the subject of interest to those who are interested in San Francisco and to keep on file such information as is of value to the Chamber's membership. Individual establishments are not often able to spend much time and money in gathering information, but the organization of the Research Department comes as a result of collective and cooperative effort on the part of the membership, in supporting a central commercial organization.

FOR INFORMATION UPON SUBJECTS OF A COMMERCIAL NATURE, CALL THE RESEARCH DEPARTMENT, KEARNY 112.

For Example:

The Chamber of Commerce recently issued the statement that San Francisco is situated upon the largest land-locked harbor in the world. Last week the statement was challenged with a statement that the harbor of Rio de Janeiro was a larger land-locked harbor than San Francisco. An investigation by the Research Department resulted in the following answer:

Lippincotts Gazetteer of the World describes Rio Janeiro Harbor as being 22 miles in its greatest length and 17 miles in its greatest width. The same authority specifies San Francisco Bay as being 50 miles long and 12 miles in its greatest width, which includes San Pablo Bay and excludes Suisun Bay.

The area of Rio de Janeiro Harbor is about 172 square miles while that of San Francisco is about 450 square miles or over twice as large.

NOW YOU KNOW.

Information Wanted

Announcements followed by many statements in previous issues of the Activities have been made in connection with the publication by the San Francisco Chamber of Commerce of the directory of goods manufactured in San Francisco. This publication is designed to show only those concerns which are actually operating factories in San Francisco and, under certain conditions, in its vicinity.

The Research Department is being continually questioned regarding the local representatives of Eastern factories, and Eastern brands of goods.

Therefore, the Research Department will welcome information from individual representatives of general lines as to what products they are handling as representatives of Eastern factories.

This information if supplied to this office will undoubtedly result in a great deal of benefit to those who comply with this request.

Business Announcements

E. E. Pratt & Company, Exporters and Importers of 280 Broadway, New York, have opened a branch office in the Hansford Block, 268 Market Street, and will conduct a general export and import business, specializing in dye-stuffs and chemicals and will handle business conducted by Chas. F. Stork & Company.

A San Francisco business man who leaves for the East on December 13th is in touch with a merchant in Berlin, Germany, who desires to establish connections with San Francisco firms wishing to purchase German commodities. Apply Research Department of Chamber.

Mr. W. J. Selwyn, 4 Lombard Chambers, Cambridge Street, East London, Cape Province, South Africa, has expressed his desire to be placed in touch with manufacturers who are seeking a live agent in South Africa. He states that he is quite prepared to buy direct as he is doing at present with some of the English and American Houses.

Business Wants

The Attention of Members to the Following Items May Develop Much New Business

Latin-American Trade Bureau, 642 Chamber of Commerce Building, Los Angeles, Cal., is in the market for machinery for making confetti.

J. K. Amoury & Son, 44 Wall Street, New York City, are in the market for olives and olive oil.

Dr. D. H. Pettingell, Midas, Nev., is in the market for a pointer pup.

W. S. Edwards, 207 Arizona National Bank Building, Phoenix, Ariz., desires to get in touch with oil companies in this State.

Peerless Light Co., Halsted, Adams and Green Streets, Chicago, Illinois, is in the market for Japanese flashlight bulbs and flashlights.

Fort Dodge Sales Company, 419 First National Bank Building, Fort Dodge, Ia., is in the market for a carload of wine grapes in 40 lb. cases.

Leebold Candy Co., 1070 Mission Street, San Francisco, is in the market for wire strapping for candy pails.

H. H. Starr, 3601 23rd Street, San Francisco, desires to get in touch with parties who would be interested in engaging in the bee industry.

A. S. Kisaka, 437 Turner Street, Los Angeles, Cal., wishes to get in touch with wholesale druggists in this city.

J. S. Beasley, Medford, Oregon, is in the market to dispose of strained honey.

Campbell Mfg. Co., 531 W. Mulberry Street, Kokomo, Ind., desires to make arrangements for a representative to handle the sale of Campbell toys in this city.

L. D. Allen, Filer, Idaho, is in the market for popcorn in wholesale quantities.

John G. Robel, Inc., 58 E. Washington Street, Chicago, Ill., wishes to arrange for a distributor to handle the Morand Cushion Wheel (for motor trucks) in this city.

Gardner Geary & Wheel Co., Gardner, Mass., desires to get in touch with manufacturers of baby carriages.

Alliance Beverage Co., Alliance, Ohio, wishes to communicate with hop buyers.

Border Trading Co., P. O. Drawer T, Nogales, Ariz., wishes to get in touch with wholesale grain shippers in this market.

Sam G. Schwartz, Arcata, Cal., is in the market for goods by mail order.

Commonwealth Engineering Co., Room 316, 326 River Street, Chicago, Ill., is in the market for oil burners for domestic use.

C. W. Lawrence & Son, 221 W. Gurley Street, Prescott, Ariz., desires to get in touch with manufacturers of ladies dresses, waists, suits, etc.

Howatt Brokerage & Supply Co., 517 Hibernian Building, Los Angeles, Cal., is in the market for 15,000 lbs., fish netting 2½ inch mesh, 21 thread hard finish cotton.

F. K. Makita, 24 California Street, San Francisco, wishes to get in touch with publications issued in this city giving prices of various commodities as well as amounts sold.

A. G. Stoeber, New Jacobsen Blk., Minot, N. Dak., desires to get in touch with glove manufacturers in this city.

Dr. Robt. R. Hampton, Boston Building, Salt Lake City, Utah, is in the market for an English bull terrier dog.

S. E. Merrill, County Agent, Las Vegas, Nevada, is in the market for egg carriers for shipping via parcel post.

Chas. E. Milne, 510 Flanders Street, Portland, Ore., is in the market for California nursery stock.

J. Garza Zertuche, Acting Mexican Consul-General, 519 California Street, San Francisco, wishes to communicate with parties who would be interested in purchase of Mexican mines, oil lands, dye woods, lumber, etc.

Joseph H. Shorb, Wildeville, Ore., desires to get in touch with furniture manufacturers in this city.

Government Bids and Proposals

Other Government Business

Government Bids

Government bids will be opened at Zone Supply Depot at Fort Mason on December 17th for bacon, butter, cheese, oleomargarine, fresh apples, cereals, cigarettes, crackers, apple butter, flavoring extracts, flour, nuts, lemons, grapefruit, oranges, olives, tinned oysters, preserves, raisins and dried prunes.

Bids will be opened by the Alaska Engineering Commission, 422 Bell Street Terminal, Seattle, Wash., on December 17th for socks, insoles, gloves, underwear, shirts, overalls, pants, coats, mitts, army shoes, fur caps, towels and arctics.

Bids will be opened at Zone General Supply Depot at Fort Mason on December 18th for groceries, fresh fruits, and vegetables, bacon, butter, cheese, ham, cured fish, cereals, honey, ice cream, olive oil, canned and dried fruits, fresh turkey.

Government Proposals

Proposals will be received by Zone Supply Officer at Fort Mason on December 17th for the sale of 11,600 lbs. of leather scrap.

Proposals will be received by U. S. Navy Supply Officer, Mare Island, Cal., on December 15th for the sale of 1,103 dozen tinned apples in syrup.

Details and specifications are on file in the Exchange Hall of the Chamber of Commerce.

Shipbuilding Material Available

The Research Department of the Chamber of Commerce is in receipt of detailed reports from the United States Shipping Board, Emergency Fleet Corporation showing surplus material available and for sale.

These materials consist of all kinds of supplies, equipment and materials purchased for the construction of the Emergency Fleet vessels. The lists may be inspected by calling upon the Marine Department.

Mr. W. W. Norton, 406 Postal Telegraph Building, desires to communicate with persons who would be interested in the purchase of Government trucks used by the Spruce Production Division of the Air Service. Trucks due to arrive in San Francisco before December 1, 1919.

Texas Trunk Mfg. Co., 714 S. Piedras Street, El Paso, Texas, is in the market for trunk iron and trunk fittings.

California Jewelry Co., 704 Market Street, San Francisco, is desirous of getting in touch with manufacturers of oil burning machinery.

Mrs. M. B. Garvey, 37 Branch Street, Zanesville, Ohio, desires to communicate with a reliable collection agency in this city.

Geo. M. Nelson, 403 Wells Fargo Express Bldg., San Francisco, will receive bids to December 15th for construction of a gas operated ditching maching.

Jos. F. Scanlan, 244 Greenwich Street, New York City, is in the market for old newspapers in 100 ton lots, bales containing 280 lbs. to 560 lbs. C. I. F., Hongkong.

L. F. Ward of 3535 14th Avenue, Oakland, (Phone Merritt 3831) wishes to dispose of several hundred head of good breeding horses and mules.

A local concern desires to purchase gum tragacanth in 1,000 lb. quantities.

If you can supply this commodity, kindly advise the Research Department of the Chamber.

New Freight Consolidated Classification Explained

Interstate Commerce Commission Has Voiced No Objection to Contents

In view of the interest of San Francisco merchants in the Consolidated Classification, the rule governing its operation is set forth below. This classification will cancel the three classifications now in effect, namely, the Official Classification, the Southern Classification and the Western Classification.

Although the Interstate Commerce Commission received the Consolidated Classification November 30th it did not immediately place it on file. A number of errors were found, but these can be corrected, unless the carriers are extremely slow, before December 20th, which is the last day on which proper filing can be made under the short time limit issued by the Commission or under the terms of the Freight Rate Authority.

It is not accurate to say that the Commission has approved the Classification for filing. It is accurate, however, to say that what it contains was inserted after scrutiny by the Commission without objection on the part of the Commission. In law, the Classification is open to attack under any and all parts of the act to regulate commerce, and when so attacked the burden of justification will be on the carriers. Attacks are expected on Rule 10. This rule, however, is more liberal to shippers than the original one approved by the Commission. In the West it confines mixtures to the highest class rating and class minimum, excluding all commodity rates and minima.

Following is the rule as now issued:

"Section 1. Applicable to the Official Classification: Except as otherwise provided, when a number of different articles, for which carload ratings or rates are provided, are shipped at one time by one consignor to one consignee and destination, in a carload (see Rule 14), they will be charged at the carload rate applicable to the highest classed or rated article, and the carload minimum weight will be the highest provided for any of the articles in the carload.

"Section 2. Applicable to the Southern and Western Classifications: Except as otherwise provided, when a number of different articles, for which carload ratings are provided, are shipped at one time by one consignor to one consignee and destination, in a carload (see Rule 14), they will be charged at the highest class carload rate applicable, and the carload minimum weight will be the highest provided for any of the articles in the carload. This section does not apply in connection with commodity rates except, under Southern Classification, on articles classified as 'Fertilizer' rates or 'Special Iron.'

"Section 3. Subject to the conditions of sections 1 or 2, when the aggregate charge upon the entire shipment is made lower by considering the articles as if they were divided into two or more separate carloads, the shipment will be charged accordingly, as follows:

"(A) Under Official Classification, the charges on each separate carload will be based upon the carload rate applicable to the highest classed or rated article therein and the highest carload minimum weight provided for any of the articles therein.

"(B) Under Southern and Western Classifications, the charges on each separate carload will be based upon the carload rate applicable to the highest classed article therein and the highest carload minimum weight provided for any of the articles therein, but if one of the carloads is subject to a commodity rate the carload minimum weight applicable to that rate will apply on such carload.

"Section 4. When the aggregate charge upon the entire shipment is less on basis of carload rate and minimum carload weight (actual or authorized estimated weight to be charged for if in excess of the minimum weight) for one or more of the articles and on basis of actual or authorized estimated weight at less than carload rate or rates for the other article or articles, the shipment will be charged for accordingly."

Note. Rule 10 will not apply upon articles for which carload ratings or rates are not provided nor upon shipments of live stock.

Rule 24 will not apply to mixed carload shipments when any article in the carload would be subject to Rule 34 if shipped in straight carloads.

Packages containing articles of more than one class will be rated in accordance with the terms of Rule 12, Section 3.

Specific carload mixtures will not prevent the application of Rule 10 to the same article or articles in mixed carloads with other article or articles not named in the mixture.

If a lower charge results under the application of Rule 10 than under the provisions for a specific mixture, Rule 10 will apply.

Americans and American Goods Welcome in Australia

Visitor From Antipodes Blames Exchange Rates For Lack of Business

Percy A. Oakley, prominent architect from Melbourne, Australia, takes exception to the statements of Robert C. Monteagle of Seattle, as given to the Honolulu Star-Bulletin and reprinted in last week's Activities.

Mr. Oakley arrived here last week on a visit to the United States and is making a study of business conditions, particularly in the architectural line. Mr. Oakley says:

"Considering the rate of exchange which prevailed between Australia and America during Mr. Monteagle's stay in our country, approximately $4.00 to the pound sterling, instead of the normal rate of $4.86, one can readily understand that he would find difficulty in selling his goods there. Trade with Australia must be restricted until the exchange rate becomes normal again.

"The charging of Income Tax to travelers who stay in Australia for any length of time for business purposes is quite legitimate. I paid an Alien Head Tax on entering the United States, which is just another form of taxation.

"Mr. Monteagle says that feeling in Australia is very bitter toward America. I would like to say that I am carrying letters of introduction from Australian friends of mine who fought in France to Americans here with whom they served and for whom they have the highest regard. I have not heard Australian soldiers express anything but admiration for the Americans and I know that there were many friendships formed on the battlefields of France and Belgium between American and Australian soldiers fighting in the common cause of Honor and Freedom, which will never be forgotten and which will do a great deal to strengthen that bond of good fellowship which I know exists on the part of our people in Australia toward you in America.

"As for Mr. Monteagle's statement that Australia has a chip on her shoulder for America—I say emphatically that it is wrong and I think other Americans who have recently returned from our country will bear me out in this."

Chamber Endorses Amendment to Cummins Bill

Solution Offered to Shippers Who Have Paid Unjust or Unreasonable Rail Rates

Of vital interest to the shippers of San Francisco and of the country at large was the action taken on Tuesday by the Board of Directors of the San Francisco Chamber of Commerce in voting its support to a proposed amendment of the Cummins Railroad Bill now pending in Congress.

The amendment provides a legal means by which shippers who have been subjected to unjust or unreasonable railroad rates during the period of government operation of the railroads may have recovery after the railroads shall have been turned back to private direction.

The proposed amendment to the Cummins Bill provided, "that all complaints filed with the Interstate Commerce Commission, arising out of the maintenance or enforcement of unjust, unreasonable or unjustly discriminatory, or unjustly prejudical rates, fares, rules, regulations, or practices, during the period of Federal control, shall proceed to a conclusion. If reparation shall be awarded by the Commission in any such case by reason of the collection or enforcement of rates, fares, rules, regulations or practices during the period of Federal control including rates, fares, rules, regulations or practices applicable to intrastate traffic initiated by the President, which the Commission shall find to have been unjust, unreasonable, unjustly discriminatory, unduly prejudicial or otherwise in violation of law, the amount of reparation so awarded shall be paid forthwith out of unexpended balances in the revolving fund created by the Federal Control Act * * * out of moneys that have been or may be received in payment of the indebtedness of any carrier to the United States arising out of Federal control. All complaints praying for reparation * * * shall be filed with the Interstate Commerce Commission within one year after the termination of Federal control."

Live News From the Traffic Bureau

Union Pacific to Open Office

H. M. Adams, the new vice-president in charge of traffic for the Union Pacific Railroad Corporation, who visited San Francisco last week, asserted that the Union Pacific System will open large offices in San Francisco, Los Angeles and Sacramento. He also announced the appointment of F. W. Robinson, now traffic manager of the O. W. R. & N. lines at Portland, Oregon, to be freight traffic manager of the Union Pacific Railroad with offices at Omaha. Garrit Fort is to be passenger traffic manager and W. S. Bassinger will be Fort's assistant.

Cleaning Tariff Slate

In an effort to clean the slate before the end of the year, the Railroad Administration and the Commission are cooperating to get tariffs filed and effective. Every outstanding freight rate authority for federal controlled lines and every fifteenth section application by the Administration in behalf of non-controlled lines, has been amended so as to allow the tariff to be made operative on ten days' notice. From seventy-five to ninety per cent of such tariffs, it is estimated, are to carry out promises to shippers made by the Administration to restore relationships or remove admitted discriminations. Rates authorized are being amended under blanket permission from Director Chambers. Individual fifteenth and sixth section applications are being disposed of on rush orders where such action by the Commission is necessary in connection with the Administration's redemption of its promises.

Cummins Introduces Bill

On December 2nd Senator Cummins, Chairman of the Senate Committee on Interstate Commerce, presented to the Senate his bill under which the railroads will be returned to private control.

Sims Offers Bill

Representative Sims on December 2nd re-introduced his bill providing for an extension of federal railroad control for two years. He has added a provision to the effect that any general increase in rates during federal control would have to be approved by Congress before becoming effective.

Clark Reappointed

On December 2nd the President nominated Edgar E. Clark to succeed himself as Interstate Commerce Commissioner for the term beginning December 31st. The nomination was referred to the Interstate Commerce Committee of the Senate, from which a favorable report is expected without delay.

Ripley Resigns as President of Santa Fe

E. P. Ripley has resigned as President of the A. T. & S. F. Railroad, the resignation to take effect January 1, 1920. Mr. Ripley was made chairman of the Board of Directors, and will be succeeded by W. P. Storey, now federal manager of the Santa Fe. Storey is a native of San Francisco and was educated at the University of California.

Kelly Labor Bill

Representative Kelly of Pennsylvania, one of the House members opposed to anti-strike provisions in the proposed railroad legislation, has introduced in the House a bill providing for collective bargaining between employers and employees in all industries engaged in interstate commerce.

Section 1 of the bill provides that "the refusal of any individual, partnership, firm, corporation or association engaged in interstate commerce that engages or uses the service of any employee or employees for wage, salary or other valuable consideration, to bargain collectively with such employees, through their duly chosen representatives, is hereby declared unlawful."

The bill also would make interference with or denial of the "right of employees to organize in trade unions" unlawful. The bill provides a penalty of a fine of not less than $1,000 nor more than $5,000, or imprisonment for not more than one year, or by both such fine and imprisonment.

Examination for Tariff Clerks

The United States Civil Service Commission announces an open competitive examination for tariff clerk on January 7, 1920. Vacancies in the Interstate Commerce Commission, Washington, D. C., at $1620 a year, will be filled from this examination. Both men and women may enter same, but appointing officers have the right to specify the sex desired in requesting the certification of eligibles. For the Interstate Commerce Commission male eligibles are required. Appointees whose services are satisfactory will be allowed the temporary increase granted by Congress of $20 a month.

Increased Efficiency To Business Because of Greater Membership

Did it ever occur to you how necessary it is to interest yourself in your Chamber? The average citizen feels he is doing his duty by joining his Chamber of Commerce; he does not realize how much can be accomplished by clothing himself with the real Chamber of Commerce spirit. One of the most notable instincts of this spirit is the up and doing as to the obtaining of new members which instill new life and energy into his organization.

To invite a business man of your acquaintance to join the central commercial organization is one of the most patriotic and dignified acts a man can perform in his business life as after all the Chamber represents the real life of the commercial, industrial and financial activity of your city.

By the personal cooperation of the business men through their Chamber is made possible the great achievements of organized effort over those of individual effort and it is the duty of every business and professional man in our community to see to it that he does his share in strengthening his Chamber through an increased membership.

The following have indicated their desire, by their application for membership, to be a part of this great constructive scheme:

Cosmos Grill, Restaurant, 640 Market Street.

Mense E. Fimmen, Mfr. and Mfrs. Representative, 618 Mission Street.

Four-Drive Tractor Co., Distributors of Four-Drive Tractors, 710 Hobart Building.

Pacific Coast Packing Co., Canned Meats, Chronicle Building.

Pratt & Co., E. E., Export and Import, Hansford Building.

Rothschild & Co., Fred, Importers and Exporters, 310 Clay Street.

Sakiyama Co., N., Importers and Exporters, 916 Postal Tel. Building.

Scott & Mitchell, Tax Experts, 753 Phelan Building.

Seattle Astoria Iron Works, Mfrs. Machinery, 507 Royal Insurance Building.

Sweat, Walter A., Traffic Mgr. Board of Harbor Commissioners, 16 Ferry Building.

Zimmermann, Philipp, Retired, 2409 Howard Street.

Chamber's Manager to Address Foreign Commerce School

The "Foreign Trade Problems of the Pacific Coast" will be the subject of an address which will be delivered by Robert Newton Lynch, Vice-President and Manager of the San Francisco Chamber of Commerce, next Friday evening (December 12th) at the College of Overseas Commerce in the Flood Building.

These Are Things You Ought To Know

U. S. Trade Balance

According to the annual report of the Secretary of Commerce, America's trade balance for the fiscal year, ended last June 30th, was $3,978,134,947.

New high marks were established in both exports and imports, exports totaling $7,074,011,529 and imports $3,095,876,582. Exports to Europe aggregated $4,634,816,841, to North America $1,291,932,342, to Asia $603,924,548 and to South America $400,901,601.

Despite war losses, the world's merchant tonnage is larger now than at any other time in history, the report said, the total tonnage being 50,919,000 gross, compared with 49,089,000 in 1914. The present average efficiency of the world's merchant tonnage, however, is below that of 1914, "because of inherent reasons in construction and for extraneous reasons, such as port congestion, labor troubles and management."

Americanization for Americans

The University of California Extension Division is preparing an Americanization course which has as its purpose the fitting of business men, social workers, teachers, clergymen and others to meet the problems presented by the aliens in America.

San Francisco Food Costs

According to the Bureau of Statistics of the Department of Labor, San Francisco ranks twenty-first in the average amount of money expended per year for food. The figures are based on a family of five, consisting of husband, wife and three children, aged approximately 2, 5, and 11 years, with an annual income of $1,300.

The highest figure is given for Lawrence, Mass., of $602. New York is third with $597, and the figure for San Francisco is $542.

Industrial Conference Analysis

The Chamber will have within a few days a supply of the pamphlet entitled "The Vital Issues of the Industrial Conference at Washington, D. C.," which has been prepared by Magnus W. Alexander, Managing Director of the National Industrial Conference Board, the leading industrial research organization of the United States. Interested members may secure copies by applying to the Industrial Department of the Chamber.

Green Coffee Association News

The Green Coffee Association of the San Francisco Chamber of Commerce reports the following coffee arrivals with coffee consigned to members:

November 23, 1919—S. S. Soerakarta, 74,012 bags of coffee.

November 24, 1919—S. S. Joan of Arc, 1,117 bags of coffee.

December 1, 1919—S. S. Ventura, 708 bags of coffee.

December 1, 1919—S. S. Tjisondari, 33,411 bags of coffee.

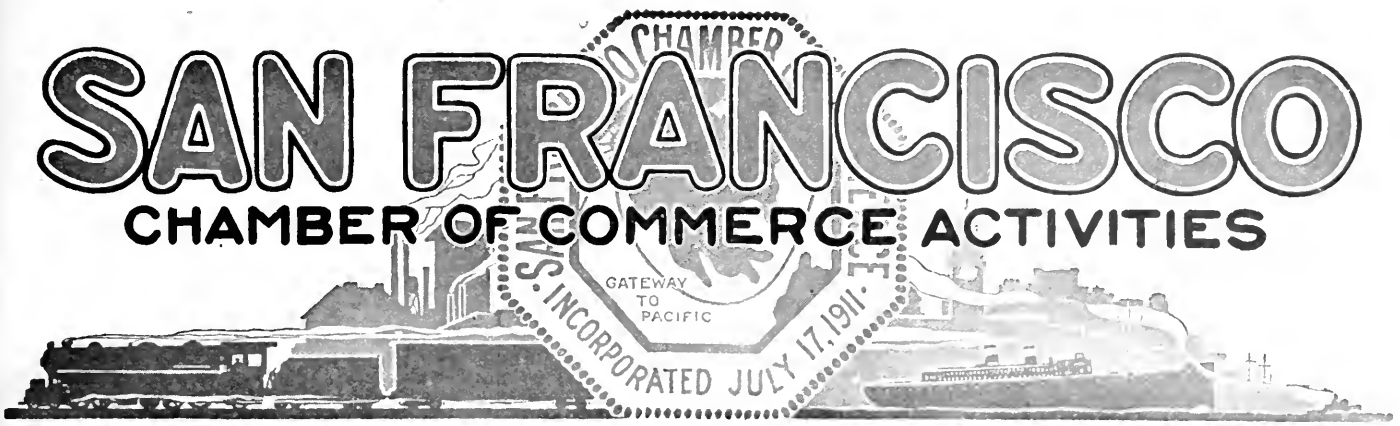
It is interesting to note that the coffee arrival on the S. S. Soerakarta mentioned above is the largest Java coffee shipment ever to enter the port of San Francisco.

Robusta coffees have been imported in extremely large quantities to this port, more than 100,000 bags arriving in the last week and more strongly substantiating the lack of demand for the inferior grades, Robusta coffees, even at 6 cents to 8 cents a pound below their selling worth of 90 days ago, are dragging in sale in the same relative way with Rio coffees. Even unwashed Salvador and Nicaraguas seem to have lost their former popularity in roasters' lower priced blends and at tempting price differences remain neglected where the choice to fancy grades elicit buyers' keen interest, even for shipment four to six months hence.

A continued large business has been done in to-arrive offerings at advancing prices from those ranging a month ago, good washed Guatemalas selling at from 27 cents to 28 cents, semi-hard choice cupping Guatemalas selling at from 29 cents to 30½ and the highest grown, strictly hard bean coffees bringing from 31 cents to 32 cents according to grade and mark popularity, with demand exceedingly supply at these quotations.

M. Levy's Sons, 209 California Street and Lilienthal, Levy & Company, 25 California Street have recently become active members of the Green Coffee Association of the San Francisco Chamber of Commerce.

Knight-Counihan Printing Co.



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Finding the Answer
Traffic, Foreign Trade, Marine, Placement, Membership, Industrial, Research, Coffee, Charities

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What Do You Think of This?

$52,000,000 worth of new buildings planned for San Francisco and California in 1920—and 1920 hasn't arrived yet.

The National Situation

Senator Phelan and Postmaster Fay Address the Board of Directors

The Treaty - Return of Railroads - Our Mexican Relations - The Census

ON Tuesday last the Board of Directors of the Chamber had as luncheon guests Senator Jas. D. Phelan and Postmaster Charles W. Fay. Interesting national matters were discussed and outlined by the distinguished guests.

Senator Phelan in touching upon the state of the country said that in his opinion, the question of the German Peace Treaty and the League of Nations would be revived early in 1920, and that some sort of ratification with reservations would be agreed upon by the Senate and President Wilson.

In the matter of the return of the railroads of the country to private control, Senator Phelan said that he was confident that Congress would arrive at a just settlement of this question.

"When the railroads," said the Senator, "shall be turned back to their owners it will be seen that they are indebted to the United States for about two hundred million dollars because of war demands and extensions that were enforced by the Government. This will be a heavy load for the railroads to carry and it cannot be said that they will be in good condition for sometime to come. They will have to pay back all this money that is owed to the Government and it is probable that Congress, in fairness, will enact a law that will spread these payments over a long term of years."

Senator Phelan said, in referring to the Mexican situation, that he did not share in full, the idealistic opinion of President Wilson, that Mexico in common with other nations is able to work out her own salvation without help. Economic discrimination, he said, has been practiced against the United States by the Mexican Government.

"There is no division of opinion," said the Senator, "as to what our duty would be in case of any wrong to one of our nationals in Mexico and I can see no difference in principle between that and the wrong that is being done to our economic interests in Mexico in respect to the oil producing industry in that country. It is the fact that the United States is now consuming more oil than she produces and this means our interest in Mexican oil production is one of serious concern to our people.

"I can conceive that the interests of our citizens in Mexico might be so seriously invaded by the Mexican Government as to justify this country in exercising some sort of intervention in order to enforce and preserve our economic and international rights."

San Francisco's position in respect to the allocation of ships, said Senator Phelan, is satisfactory.

"San Francisco," said the Senator, "has been fortunate in having her own man upon the Shipping Board and commissions in Washington, and I have always found all the Washington officials favorably disposed toward doing all that might be fairly done for San Francisco and her shipping interests."

The Forthcoming Census

All the working machinery of the San Francisco Chamber of Commerce is going to be thrown in the work of getting a 100 per cent census for San Francisco next month.

This was determined after hearing from Postmaster Fay as to the necessity of every effort being made in this direction.

In discussing the matter of the census Postmaster Fay urged the Chamber of Commerce to aid actively in bringing out a full census report on the population.

"Unless," said Fay, "every single resident of San Francisco shall be officially tabulated in this United States census, there is danger that the city will lose her relative position among the large cities of the nation, and none of us want that to occur. It will be of vast advantage to this city if the census will show that she has not only sustained her relative position since the last census but is in a better position now, in respect to population. Personally, I believe that San Francisco's population is well over six hundred thousand but that cannot be known as a fact unless we all labor together to bring out a full census."

At the suggestion of President Atholl McBean, Vice-President Robert Newton Lynch was authorized to employ all the machinery of the Chamber of Commerce in advancing the work of Supervisor Mannix of the census service.

The method and reason for taking the census is outlined in the following paragraphs:

Enumeration Begins January 2, 1920

The census is required every ten years by the Constitution of the United States and by Act of Congress. The date named for beginning the 1920 census is January 2nd, but the "Census Day" is January 1st.

In cities the population enumeration will be completed in two weeks.

The enumeration of farms will be completed within thirty days.

The census of manufactures, mines and quarries, oil and gas wells, and forestry and forest products will, as a rule, be taken by special agents and by correspondence, and not by enumerators.

The census is the means by which the Government ascertains the increase in the population, the statistics concerning agriculture, and the vital information concerning the resources of the Nation.

Census for Statistical Purposes Only

The census inquiries are defined by act of Congress.

The information gathered is strictly confidential, made so by law.

Census information cannot under any circumstances be used as a basis for taxation, nor can it be used to harm any person or his property.

It has nothing whatever to do with detection, arrest, prosecution, or punishment of any person for any violation of any law.

Important Questions Which Must Be Answered

1. Age at last birthday.
2. Each person ten years of age and over will be asked whether he is able to read or write.
3. Each person will be asked his birthplace as well as the birthplace of father and mother.
4. If foreign born the date of coming to the United States will be asked, and, if naturalized, the date of becoming a citizen; also mother tongue or native language.
5. Each head of a family will be asked whether his home is owned by him or rented. If owned, whether the home is mortgaged or free of debt.
6. Each person will be asked his occupation and whether he is an employer or employee or is working on his own account.

The answers to the above questions give valuable and vital information to the Government concerning the health, welfare, and progress of the persons under its protection.

Identification Cards Carried by Enumerators

Census enumerators will carry identification cards as well as written commissions. These will be shown promptly by the enumerators upon request of any person.

In all cases where persons are suspicious of imposters these identification cards should be demanded. It is against the Federal law to impersonate a Census official, and imposters should be reported to the authorities.

Industrial Democracy Justified

Forty Years "Trial" in Stetson Plant Produces Unshakable Facts

(Editor's Note: This is the fourth of a series of articles upon the subject of the Betterment of Industrial Relations, by C. A. Day, Industrial Director of the San Francisco Chamber of Commerce. Mr. Day recently investigated various shop plans in eastern cities, and he has returned with a fund of facts that should be of practical benefit to all those who are seriously seeking a solution of the industrial problems of today.)

IT is peculiarly fitting that the "City of Brotherly Love" should give to the nation the first demonstration of Applied Democracy in industry on a large and successful scale.

The business of the John B. Stetson Company was founded in Philadelphia in 1865 and incorporated under the name of its founder in 1891. From a little shop where the proprietor and his assistant made hats and peddled them out a dozen at a time, the business has grown into the largest factory of its kind in the world.

Endowed with a frail constitution John B. Stetson early displayed the qualities which afterward marked a successful business career, by overcoming his physical handicaps. As a manufacturer Stetson aimed to furnish a little better article than his customer expected. As an employer his prophetic vision saw a factory filled with loyal, happy and contented workers.

Almost from the beginning he inaugurated a system of Christmas giving which has worked so well that it has been extended until the annual distribution of prizes, bonus and profits amounts to about $350,000.

John B. Stetson died in 1906, but the democratic principles which he instilled into the great business which bears his name, stamp him as a progressive, humane and far-seeing employer who believed in making the life of the worker worth while.

The Stetson Building and Loan Association was formed in 1906 and 300 employees have purchased homes through the Association. Six thousand shares at a par value of $200 per share are being kept up by Stetson workers and the Company maintains 5,000 shares for their benefit.

The Stetson Savings Fund has 1,500 depositors and pays 5 per cent interest on monthly balances.

The Beneficial Association pays sick benefits of $5 per week and $100 at death. Dues are $2 per year and membership is compulsory.

The Stetson Sunday School (a non-sectarian institution) is attended by 1,200 scholars. In one of the buildings is a large auditorium which will hold over 6,000 people. A restaurant and 2 cafeterias where meals are served at cost, smoking rooms for the men and rest rooms for the women are used daily by over 40 per cent of the entire force.

Complaints are adjusted by a committee of 9 superintendents and and assistants with an appeal to the vice-president whose decision is final.

Special committees of workers may be selected from their own numbers to present grievances to the management, but standing or permanent workers committees are discountenanced by the Company officials.

The John B. Stetson Company at the present time employs 4,400 hands, 3,300 men and 1,100 women. Men average $30 per week and women $15 to $18 per week of 48 hours, exclusive of bonus. About two-thirds of the workers are employed on piece-work.

An annual cash bonus of 10 per cent of yearly earnings is paid to skilled workers and 5 per cent to unskilled. Wages have been increased 50 per cent since 1914. 10,000 shares of company stock have been set aside for distribution to employees who have made the best records for attendance and application to duty during the year. Shares are paid for at par $100 out of accrued dividends, no cash payment being permitted. Present market value is $350 and shares are ordinarily paid up in 5 years. Employees leaving the Company receive the paid up market value of their stock. Cash prizes aggregating $15,000 to $20,000 annually, are awarded by the president on employees' yearly records.

Close attention is paid to the health of the workers and light, air and sanitary arrangements, are as perfect as it is possible to make them. A hospital containing 60 beds is maintained and free beds are provided for those who are unable to pay.

The Stetson Athletic Association has a membership of 1,500 and the athletic field adjoining the factory occupies an entire city block and has stands which will accommodate 3,500.

I asked Vice-President Gehrie if results justified the large expenditure of time, patience and money, which has been devoted to carrying out the Company's employment policies, and without comment he submitted the following facts:

One strike involving 600 men and lasting for 7 weeks has occurred in 40 years. The men returned to work on the Company's terms.

The annual labor turn-over is from 24 to 30 per cent.

The average weekly factory output for the year 1914 was 6,000 dozen hats, with 5,400 workers employed. The output for week ending October 4, 1919 (a fair week's average) was 5,600 dozen hats with 4,400 workers employed; a decrease of 18½ per cent in the working force with a corresponding decrease in production of only 6 6/10 per cent.

Industrial News

Bids are being taken for a class "A" office building which is to be erected for our member, Ames, Harris, Neville Company, on Pine Street, west of Market.

The Board of Public Works has been asked to grant a permit for a five-story brick addition to the Lithographing Plant of the Schmidt Lithographing Company. The improvement will cost in the neighborhood of $250,000.

Willets & Patterson have let the contracts for installing six vegetable oil storage tanks at the new State oil docks near Islais Creek. The tanks will have a storage capacity of 2,620 tons. We are informed by the Harbor Engineers office that the State plant is about ready to begin operation, three tables having an hourly capacity of 3,000 to 4,200 five gallon cans being already installed.

The California Packing Corporation has asked for a permit to erect an additional story on their building at Jefferson and Leavenworth Streets.

The strike of the Upholsterers and Mattress Makers which began over two months ago has been settled and the men have returned to work under conditions of hours and wages which prevailed previous to the trouble.

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For What You Want to Know —— Call KEARNY 112

Was Adam Smith Right?

Daddy of our Political Economy Had Ideas as to Who Should Pay for Good Roads and Fine Harbors

Old Adam Smith may have been wrong in some of his ideas upon political economy but there has never been any doubt that he succeeded very well in saying what he meant to say.

In the midst of the ferment of disputation as to who should bear the burden of the cost of good roads, harbor improvement and such things, and whether these public utilities should be let to private persons for operation or committed to the care of public commissions, a few words from Adam Smith may help to clarify the situation.

The following excerpt from Smith's "Wealth of Nations" is taken from version in "Harvard Classics," Vol. X, copyrighted by P. F. Collier & Son, 1909:

"That the erection and maintenance of the public works which facilitate the commerce of any country, such as good roads, bridges, navigable canals, harbors, etc., must require very different degrees of expense in the different periods of society, is evident without any proof. The expense of making and maintaining the public roads of any country must evidently increase with the annual produce of the land and labor of that country, or with the quantity and weight of the goods which it becomes necessary to fetch and carry upon those roads. The strength of a bridge must be suited to the number and weight of the carriages which are likely to pass over it. The depth and the supply of water for a navigable canal must be proportioned to the number and tonnage of the lighters, which are likely to carry goods upon it; the extent of a harbor to the number of the shipping which are likely to take shelter in it.

"It does not seem necessary that the expense of those public works should be defrayed from that public revenue, as it is commonly called, of which the collection and application are in most countries assigned to the executive power. The greater part of such public works may easily be so managed, as to afford a particular revenue sufficient for defraying their own expense, without bringing any burden upon the general revenue of the society.

"A highway, a bridge, a navigable canal, for example, may in most cases be both made and maintained by a small toll upon the carriages which make use of them: a harbor, by a moderate port duty upon the tonnage of the shipping which load or unload in it. The coinage, another institution for facilitating commerce, in many countries, not only defrays its own expense, but affords a small revenue or seigniorage to the sovereign. The post office, another institution for the same purpose, over and above defraying its own expense, affords in almost all countries a very considerable revenue to the sovereign.

"When the carriages which pass over a highway or a bridge, and the lighters which sail upon a navigable canal, pay toll in proportion to their weight or their tonnage, they pay for the maintenance of those public works exactly in proportion to the wear and tear which they occasion of them. It seems scarcely possible to invent a more equitable way of maintaining such works. This tax or toll too, though it is advanced by the carrier, is finally paid by the consumer, to whom it must always be charged in the price of the goods. As the expense of carriage, however, is very much reduced by means of such public works, the goods, notwithstanding the toll, come cheaper to the consumer than they could otherwise have done; their price not being so much raised by the toll, as it is lowered by the cheapness of the carriage. The person who finally pays this tax, therefore, gains by the application, more than he loses by the payment of it. His payment is exactly in proportion to his gain. It is in reality no more than a part of that gain which he is obliged to give up in order to get the rest. It seems impossible to imagine a more equitable method of raising a tax.

"When the toll upon carriages of luxury, upon coaches, postchaises, etc., is made somewhat higher in proportion to their weight, than upon carriages of necessary use, such as carts, wagons, etc., the indolence and vanity of the rich is made to contribute in a very easy manner to the relief of the poor, by rendering cheaper the transportation of heavy goods to all the different parts of the country.

"When high roads, bridges, canals, etc., are in this manner made and supported by the commerce which is carried on by means of them, they can be made only where that commerce requires them, and consequently where it is proper to make them. A magnificient high road cannot be made through a desert country where there is little or no commerce, or merely because it happens to lead to the country villa of the intendant of the province, or to that of some great lord to whom the intendant finds it convenient to make his court. A great bridge cannot be thrown over a river at a place where nobody passes, or merely to embellish the view from the windows of a neighboring palace: things which sometimes happen, in countries where works of this kind are carried on by any other revenue than that which they themselves are capable of affording.

"In several parts of Europe the toll or lock-duty upon a canal is the property of private persons, whose private interest obliges them to keep up the canal. If it is not kept in tolerable order, the navigation necessarily ceases altogether, and along with it the whole profit which they can make by the tolls. If those tolls were put under the management of commissioners, who had themselves no interest in them, they might be less attentive to the maintenance of the works which produced them. The canal of Languedoc cost the King of France and the province upwards of thirteen millions of livres, which (at twenty-eight livres the mark of silver, the value of French money in the end of the last century) amounted to upwards of nine hundred thousand pounds sterling. When that great work was finished, the most likely method, it was found, of keeping it in constant repair was to make a present of the tolls to Riquet the engineer, who planned and conducted the work. Those tolls constitute at present a very large estate to the different branches of the family of that gentleman, who have, therefore, a great interest to keep the work in constant repair. But had those tolls been put under the management of commissioners, who had no such interest, they might perhaps have been dissipated in ornamental and unnecessary expenses, while the most essential parts of the work were allowed to go to ruin.

"The tolls for the maintenance of a high road, cannot with any safety be made the property of private persons. A high road, though entirely neglected, does not become altogether impassible, though a canal does. The proprietors of the tolls upon a high road, therefore, might neglect altogther the repair of the road, and yet continue to levy nearly the same tolls. It is proper, therefore, that the tolls for the maintenance of such work should be put under the management of commissioners or trustees."

Passing In and Passing Out

Steamboat Inspection Service—The Coast and Geodetic Survey—Movement of Vessels

FOLLOWING is a summary of activities and statistics of the Steamboat Inspection Service for the fiscal year ended June 30, 1919:

The force inspected and certificated 7,407 vessels with a total gross tonnage of 11,562,166, of which 7,134 were domestic vessels with a total gross tonnage of 9,128,911, and 273 were foreign passenger steam vessels with a total gross tonnage of 2,433,255. Of the domestic vessels, there were 5,880 steam vessels, 709 motor vessels, 17 passenger barges, and 528 seagoing barges. There was an increase of 392 in the total number of vessels inspected and an increase of 3,097,470 in the total gross tonnage of vessels inspected as compared with the previous fiscal year. Letters of approval of designs of boilers, engines, and other operating machinery were granted to 23 steam vessels with a total gross tonnage of 672. There were inspected for the United States Government 79 hulls and 2,337 boilers. There were 2,053 re-inspections of passenger and ferry steamers.

Licenses were issued to 28,069 officers of all grades. There were examined for visual defects 9,753 applicants for license, of whom 108 were found color blind or with other visual defects and rejected. Certificates of service were issued to 8,796 able seamen, and 760 were rejected. Certificates of efficiency were issued to 3,910 lifeboat men, and 344 were rejected.

The total number of accidents resulting in loss of life was 194. The total number of lives lost was 543, of which 202 were passengers. Of the lives lost 170 were from suicide, accidental drowning, and other causes beyond the power of the Service to prevent, leaving a loss of 373 lives as fairly chargeable to accidents, collisions, founderings, etc. There was an increase of 43 in the number of lives lost as compared with the previous fiscal year. Passengers to the number of 323,317,657 were carried on vessels required by law to make report of the number of passengers carried. Dividing this number by 202, the total number of passengers lost, shows that 1,600,582 passengers were carried for each passenger lost. There were 2,349 lives saved by means of life-saving appliances required by law.

Civil Service for the Supervising Inspectors

The supervising inspectors of the Service are not under the classified of civil service. They are all presidential appointees; but they should all be under the classified civil service. The reason why this should be done is that quite generally the supervising inspectors are men who have been promoted from the position of local inspector. When they are appointed to that position, they come out of the classified civil service, and they should, when they become supervising inspectors, be given the same protection under the classified civil service which they had before their promotion. It is a fact that at every presidential election there is a feeling of uneasiness and uncertainty as to what the future may bring to the supervising inspectors. That condition ought not to exist. It can be removed, by having these men placed under the classified civil service, and it was urgently recommended that this be done.

More Pay for Field Clerks

In view of the peculiar character and increased work of clerks to boards of local inspectors and the increased cost of living, the Bureau recommends an increase in their pay.

Funds Short for Geodetic Survey Work

Lack of funds is causing a disintegration of the Coast and Geodetic Survey Service, according to the annual report of the Superintendent to the Secretary of Commerce. The quality of the work is suffering, it is said, through the defection of highly skilled men.

Following is an extract from the Superintendent's report:

"The honest and candid statement which the public should have put before it at this time is that these charts, which should now be expedited in their production and carry accurate and vital knowledge to all who need it, are in a measure losing the value they should have. This may seem a startling statement, and it is a deplorable one to have to make, but there is a reason for it. It is a workable problem with but the one answer. To keep these necessary charts in the hands of all who demand them, both field and office forces of the Bureau must be kept in the highest form. The work is absolutely necessary; it cannot be accomplished without sufficient funds, which are not now provided; therefore, an adequate appropriation is the only remedy.

"The present condition is caused entirely by lack of funds—funds sufficient for modern surveying vessels, and funds to operate same; also funds to enable us to secure able officers and crews, with salaries adequate to hold them. This is for the field work, which is but the beginning of the labor. Again, funds are needed for the office work. Highly trained men are necessary properly to care for the data which are to go on the charts, and those we have are so much underpaid, besides lacking in sufficient numbers, that they are leaving the Bureau for better salaried positions.

"Indeed, the condition in the Coast and Geodetic Survey is so serious that it threatens to jeopardize the public welfare.

"The large number of recent resignations from the commissioned personnel and from the other scientific arms of the Bureau, in fact from all classes of the service, will continue more rapidly unless checked by meeting the situation very soon face to face.":

As They Come and Go:

Pacific Mail Steamship Company's Steamer City of Para arrived here last week from Havana where the liner delivered a heavy cargo from this port, after which she proceeded back via the Canal, making the usual Central American and Mexican ports, arriving here the liner brought bullion valued at $1,210,632.13. Among the cargo there was 2,584 bags of coffee, 1,584 packages indigo, 25 bags pepper and other miscellaneous Southern cargo.

Steamer Valdez left Sparrow Point on 11th inst for this city, with 950 tons steel plate aboard, which is coming consigned to the Bethelem Shipbuilding Corporation, to be used in the construction of future shipbuilding contracts.

Pan-American Line have chartered the 3,000 ton Steamer Cordova to load cargo for West Coast ports, including Bahia, Buenaventura, Paita, Salaverry, Callao, Arica, Iquique and Antofagasta, other ports if sufficient inducements offer. The freighter will commence to load cargo at this port on January 2nd, and is booked to steam on the 10th.

Steamer Stanley Dollar will commence to load general cargo for Kobe and Darien on December 18th, and is expected to steam on the 26th.

Schooner John and Winthrop, recently sold, will load out the latter part of this month for Papeete, taking freight only.

The New York Shipbuilding Company will lay the keel of a 10,000 deadweight tank steamer next month for W. R. Grace & Co., to be completed next Spring.

Gardiner Mill Company's Schooner Alvena left here last week for Wellington carrying a full cargo of case oil, shipped by the Standard Oil Company at the rate of $1.27½ per case.

Integrity in Foreign Business

Commercial Law Combined With Honest Motives Must Govern Relations Between Buyer and Seller

This is a portion of an address delivered before the Home Industry League of California by V. H. Pinckney, Chairman of the Latin-American branch of the Foreign Trade Committee of the San Francisco Chamber of Commerce.

COMMERCE is understood to be the means whereby the products of the earth are exchanged between peoples living in different countries with intent to realize a profit. Behind this intent there is a motive. Since motive is the inducement, cause, or the reason for doing the thing itself, it follows that if the motive be commercial integrity, honor, justice, fair play, the intent will acquire these same qualities, since like produces like.

Selfishness and failure are commercial twins. The merchant who is actuated solely by the idea of using his fellowman eventually gets acquainted with the sheriff.

No single profit is worth while. Profits must be continuous. This means that the transaction which produces the profit must be continuous. Commerce, therefore, in order to be permanent, and to have any vitalizing national effect must produce permanent profits. Any transaction which is based on an actual interchange of service and of value will lead to permanent profits.

The lex mercatoria, or the law of merchants, was once administered by merchants in mercantile courts. Many countries have commerce codes. The best known of these is the French code, which, unquestionably, molded the older commercial codes of Italy, Belgium, Spain and Portugal, and still forms the basis of the present Dutch Commerce code, as well as most of the countries of South America. The pre-war German code was closely followed in making up the commerce codes of Switzerland, Austraia, Denmark, Sweden, Japan and Argentina.

If merchants would take a closer interest in legislation designed to affect commerce, we should have less technicalities, since the mercantile mind abhors a technicality in the same way that nature abhors a vacuum. The merchant should participate in national and international politics much more than he does.

There are three fundamentals, which are requisite if commerce is to be permanent; they are as old as the hills; the same yesterday, today and forever. They are: means of transport, freedom of labor and security. Any interference with either one or all means a dislocation, not alone of commerce, but of the industries to which it administers. For proof of this we have only to go back to the world war just finished. When, through military necessity, the youth of our land sacrificed their freedom to labor we know just what paralyzing effect it had upon industry. When means of transport were unavailable, or those that were available had no positive guarantee of security, again we find a paralyzation of commerce.

It was commerce that evolved the first bank, provided for bills of exchange, made bookkeeping a science and finance an art.

The new world atlas will show many territorial readjustments. Commercially it makes no difference whether Bulgaria be merged with Rumania, or vice versa, if the life of the people remains the same. You will still transact business. The fiscal policy of the new governing authority might, however, completely change commercial conditions. It may impose a tariff so high as to form an impassible barrier for successful commercial intercourse. You speak of the erection of factories in California. This means raw material, and this means new markets for the finished product. Let us assume that the product is canned fruit. We have Mexico as a potential market 15,000,000 population, and a high per capita import purchasing power. Mexico, however, has imported not to exceed $30,000 of canned fruits in any one year. Compare this with the imports by Great Britain, which has exceeded several millions every year. The reason is that Mexico mistakenly classifies canned fruits in her tariff schedules, and imposes a tariff of 50 cents gold on a can of fruits, and $1.00 gold on a can of jams. This meant that imports were necessarily restricted, since the retail price forces this commodity into the category of luxuries, and made it available only to that class whose purchasing power was great enough so that it made no difference what price it had to pay for what it wanted.

The San Francisco Chamber of Commerce, in its efforts to bring about a closer commercial rapprochement between the countries of Latin-America and San Francisco, made representations of this tariff anomaly to the Mexican authorities. It was pointed out that in 1917 the imports by the United States from Mexico were $140,659,542, of which $121,967,320 was admitted free of duty. The balance in favor of Mexico was over $107,000,000.

We understand that Mexico, after a careful investigation of the facts, voluntarily reduced its import duties on canned fruits at least 75 per cent. This means not alone a new market for California, but increased revenue for Mexico. Commerce must be reciprocal.

Bear in mind that every time you fill a foreign order the buyer is going to judge you and me, and every American, and America itself by just what you do in filling that order. Analyze it. When you see a foreign order on your desk, don't you immediately visualize the country and its people? Doesn't it stir your imagination? That is exactly what the foreign buyer does.

Do We Want the Democratic Convention?

Chamber Appoints Special Conference Committee on Big Political Gathering

At the last meeting of the Board of Directors of the San Francisco Chamber of Commerce, it was voted to name a special committee to confer with representatives of the major interests of the city for the purpose of determining if it is desirable to subscribe a fund to bring the Democratic National Convention to San Francisco next June. President Atholl McBean appointed as members of this special committee, Marshall Dill, Chairman, and C. W. Steines and Morgan A. Gunst.

This action was taken after Postmaster Charles W. Fay had informed the directors that in his opinion the National Convention could be swung to this city if San Francisco would overbid the other cities that are in the field.

We'll Be Strong at "P. A." Meet

Big place for San Francisco in Inter-American Conference· Fleishhacker, Bentley, Drum, Fagan, Pinckney, Cofer, Will Be on the Job

SAN FRANCISCO, CALIFORNIA, will be right to the front at the Second Pan-American Financial Conference which will be held at Washington, D. C., January 12-17, 1920.

Without doubt, the official representation from this city will be stronger and more imposing than that from any other American city, and our interest in Central and South American commerce and finance will be safeguarded and advanced.

Herbert Fleishhacker, President of the Anglo & London Paris National Bank, is a member of the United States Section of the International High Commission.

Other Official San Francisco delegates to the Conference are the following:

Charles H. Bentley, vice-president of the California Packing Corporation.

John S. Drum, president Savings Union Bank & Trust Co.

V. H. Pinckney, chairman of the Latin-American Committee of the San Francisco Chamber of Commerce.

James J. Fagan, vice-president Crocker National Bank.

L. R. Cofer, Foreign Manager of the Wells Fargo Nevada National Bank.

Another California delegate is Will K. Morris, vice-president of the Farmers, Merchants National Bank of Stockton.

Bentley, Pinckney and Cofer have been designated by the Secretary of the Treasury to serve on the A B C group, which means Argentina, Brazil and Chile, which are the three leading powers in Latin-America. Fagan will also represent Argentina, and Drum will represent Mexico.

Prof. P. A. Martin, Professor of History, of Stanford University, has been designated by the Secretary of the Treasury as Secretary of the Brazilian group.

It will be seen, therefore, that the interest of the Pacific will be well looked after.

It is felt that no other portion of the United States will have so representative a delegation as San Francisco.

There is only one recognized official delegate of the United States, that is the Secretary of the Treasury. According to the Secretary of the Treasury, the number of American financial and industrial leaders whom he shall invite will be limited to about one hundred.

President Atholl McBean of the San Francisco Chamber of Commerce, has specially requested V. H. Pinckney to represent the San Francisco Chamber of Commerce at the Conference.

Under the Provisions of Public Act 379, Sixty-Fourth Congress, the United States authorized the holding of the Second Pan-American Financial Conference. Under this Act the President is authorized to extend to the governments of Central and South America, an invitation to be represented by their ministers of finance and leading bankers, to attend the conference with the Secretary of the Treasury of the United States, in the city of Washington, for the purpose of establishing closer financial relations between their countri and the United States.

The Secretary of the Treasury, Carter Glass, has invited a number of financial and industrial leaders to join with him in conferring with the ministers of finance and other official delegates from Central and South America. It is expected that the conference will discuss, in addition to the problems of finance, problems of transportation and commerce between the various countries represented.

It is probable that among the matters to be considered will be public finance, the monetary situation, the present banking situation, the financing of public improvements, the financing of private enterprises, the extension of inter-American markets, and the merchant marine and improved transportation facilities.

At the last Pan-American Financial Conference, which was held in Washington in 1915, there was established an International High Commission, composed of not more than nine members resident in the country, and appointed by the minister of finance of such country. The aggregate members thus appointed constituted the International High Commission. The purpose of this International High Commission is to bring about uniformity of laws on such matters as a gold standard of value, bills of exchange, commercial paper and bills of lading; uniform classification of merchandise, customs regulations, consular certificates of invoices, and port charges; uniform regulations for commercial travelers; legislation concerning trade-marks, patents and copyrights; uniform low rate of postage and of charges for money-orders and parcels post between the American countries; the extension of the process of arbitration for the adjustment of commercial disputes.

New York Chamber Favors an International Covenant

The Treaty rejection has created a crisis in morals and trade, according to the Chamber of Commerce of the State of New York, which organization states its belief that some practical measures ought to be taken to solve the existing problem. Mutual concession by the President and the Senate is advocated so that some form of international covenant, seeking to prevent war, may be agreed upon.

Coffee Arrivals

The Green Coffee Association of the Chamber of Commerce, San Francisco, reports the following arrivals during the past week with coffee consigned to members:

December 10, 1919—S. S. Newport, 300 bags of coffee.

December 11, 1919—S. S. City of Para, 2,584 bags of coffee.

December 15, 1919—S. S. Newhalem, 1,014 bags of coffee.

Shall Merchant Ships be Sold?

"No" and "Yes" Vote by San Francisco Chamber on Disposal Referendum—Demand is Made for Route Regulations and "Foreign Flag" Sales

"NO" as to propositions Nos. 4 and 5, "Yes" as to propositions 1, 2, 3, 6, 8 and 9, and a qualified "Yes" to proposition No. 7.

That is the vote that has been recorded by the San Francisco Chamber of Commerce upon the important referendum sent out by the United States Chamber of Commerce, upon the question of policy that should control the United States Shipping Board in its disposal of its fleet of merchant vessels.

By this vote the San Francisco Chamber of Commerce opposes the proposition as stated in item No. 4 of the referendum "That there be freedom from regulation as to routes and rates." The vote upon this proposition is explained by the Chamber as follows:

"We have already gone on record by vote taken July 29, 1919, 'that the President be authorized to sell such vessels of the United States as will meet these requirements to responsible individuals, firms or corporations willing to establish and maintain such lines, upon such terms of payment and other conditions as he may deem just and necessary to secure and maintain the service desired, under such restrictions as would insure equal and impartial treatment of all interests and of all shippers'."

An explanation of the negative vote on proposition No. 5, which provides "That there be restriction for a period of years upon transfer to a foreign flag of steel vessels over 6,000 tons deadweight purchased from the Government," the Chamber says:

"It was evidently the purpose of the National Committee in recommending the restrictions, for a period of years, of transferring to a foreign flag all steel vessels over 6,000 tons deadweight, purchased from the Government, to encourage the retention of the American flag on these vessels.

"It is our belief, however, that if the principle advocated in this question be adopted, the sale of such Government vessels would be handicapped and that the continued building of vessels in American shipyards might be restricted by forcing the Government vessels of the type mentioned to be retained under the American flag.

"The United States sells to foreign buyers the materials with which ships are made and it would seem that the people should be entitled to sell completed ships, which they might have purchased from the Government, but which they desired to sell and replace with vessels of a more modern type. Unless the transfer of the flag was permitted foreign buyers would be less willing to purchase such vessels. On the other hand, if permitted, American ship owners buying these Government vessels would, if opportunity offered, be in a better position to sell the same, if the transfer of the flag were permitted, and to use the money received from such sales in placing orders in American shipyards for American vessels of the most up-to-date type, which it would be to their advantage to have in place of many of the vessels now owned by the Government. This would promote the shipbuilding industry in the United States."

The Chamber's affirmative vote on proposition No. 7, which provides "That encouragement be given to an American classification society," is qualified by the words "yes, if along broad and comprehensive lines, but not along narrow lines."

The propositions on which the Chamber records a favorable vote are as follows:

1. That wooden vessels, and steel vessels under 6,000 tons deadweight, be sold on the best terms obtainable from American or foreign bidders.

2. That other Government-owned vessels be sold to regional associations for transfer at cost to private individuals and corporations of the several regions.

3. That the Government absorb the difference between the war cost and the present value as a war loss.

6. That preference be shown for American underwriters and that the underwriting market of the world be used for insurance not covered by American underwriters, without intervention by Government insurance.

8. That Congress be asked to make a general declaration of a policy to give aid toward the maintenance of a privately-owned and operated American merchant marine.

9. That the operation of the competent American shipbuilding yards, on private account both as yards and the vessels they construct, be continued.

Things You Ought Know

Grand total of sales of surplus property of U. S. War Department reached $1,152,328,305 on November 5th; about 50 per cent of this amount was sold to European countries on credit basis; contracts liquidated by War Department to November 1st numbered 22,596, aggregating $2,091,426,000.

Bill introduced in U. S. House of Representatives by Congressman Kelly of Pennsylvania would make it unlawful for any individual, partnership, or corporation engaged in interstate commerce to refuse to bargain collectively with their employees through their duly chosen representatives, or to discharge an employee for trade union activities.

British Government has given notice of intention to introduce at present session of Parliament bill to create a Joint Industrial Council of Capital and Labour to which extensive powers will be granted.

New York Sun reports that according to statistics from Comptroller of Currency of U. S., number of depositors in national banks has increased 10,549,832 in last nine years; individual deposits have increased approximately $8,500,000,000; total number of individual depositors in national banks is given as 18,240,300, or one out of every six in the nation's population.

Carriers of U. S. aerial mail service have flown total of 305,619 miles in six months ended November 22, 1919; this figure represents a fivefold gain.

Do's and Don'ts of Parcel Post

How to Make Most Effective Use of "Uncle Sam's" Merchandise Forwarder—Rules and Rates Are the Principal Things to Bear in Mind

By CHARLES W. FAY,
Postmaster of San Francisco

COOPERATION between the public and the Postal Service and care in preparing packages for mailing will save time in the service, loss to patrons and irritation to both. A word on the subject therefore, particularly in view of the near approach of Christmas may help the situation.

A parcel may be classed according to its contents as fragile, if likely to break, perishable if likely to spoil, harmful if likely to damage other mail or do injury to employees handling such parcel, or ordinary if the contents be merchandise hardy enough to withstand of itself the wear and tear of transportation. It is the duty of a Parcel Post clerk to ascertain to which class a parcel belongs and to assure himself that it is packed and marked so that it will travel safely. It is therefore to protect the patron as well as the service that he asks what a parcel contains, and for the same reason he is entitled to an answer.

Fragile articles likely to break or likely to crush such as glassware, pictures, candy, etc., should be packed so as to protect themselves, and they must be marked "fragile." They must be packed in tissue paper, excelsior, cotton or other soft material, and must be enclosed in heavy corrugated board or a wooden box and securely tied. Parcels fragile from their shape as well as their nature, such as canes, umbrellas, whips, golf sticks, etc., must be reinforced by strips of wood and bound firmly to them. Hats will be accepted in pasteboard boxes only when they are crated.

Perishable articles such as berries, fruits, meat, poultry, etc., must be packed to preserve them from crushing and to prevent damage to other mail should they break or rot. They should be packed, in the case of fruits, meats, poultry, etc., in strong wood or corrugated containers that will retain the contents should they be crushed or damaged.

There is a limitation on the distance that certain perishable articles such as meat and poultry may be carried which is fixed by the time of transportation. It is well to put special delivery stamps upon perishable articles in order that they may be delivered immediately upon arrival at their destination. Perishable articles must be marked "Perishable."

Harmful articles such as knives, saws, or sharp edged or pointed tools or utensils, must be packed so that the points or edges will not damage other mail or injure persons handling them. Their points or edges must be protected by heavy paper or board.

Harmful articles such as powders and pulverized dry substances must be so wrapped that none of the contents of the package will sift out. Pastes, salves, oils, greases, etc., must be enclosed in watertight containers placed in strong boxes and securely wrapped.

Liquids are subject to several restrictions as to quantity, but in general the packing requires that they be enclosed in watertight containers and surrounded with sufficient absorbent material to absorb the contents should they be broken.

Eggs come under the three classes of fragile, perishable and harmful and must be packed in special containers. Several excellent ones are on the market.

Ordinary parcels such as clothing or general merchandise not likely to be damaged by crushing or breaking must be packed in strong corrugated board or wooden boxes, or securely wrapped in heavy paper, according to the nature of their contents.

In all cases packages not enclosed in wooden or corrugated board should be wrapped in heavy paper and securely tied. Do not depend upon cardboard boxes to protect the contents of any package for such boxes crush and break open. If they are used at all the parcel should still be wrapped in heavy wrapping paper and securely tied as if no cardboard box were being used.

It is an excellent plan to save some of the excelsior or tissue paper and the corrugated board containers and heavy wrapping paper in which purchases are delivered, so that they may be used again for parcel post shipments. In using them again however, care should be taken that addresses and cancelled stamps be turned inside. It must be borne in mind that parcel post packages must not be sealed and must be so wrapped that their contents can be easily inspected.

The contents of a parcel post package must be confined, bers, names or letters for purposes of description. There may, however, be placed on fourth-class matter marks, numbers, names or letters for purposes of description. There may also be written on the blank labels or covers of a book a simple dedication or inscription.

There may be also enclosed with fourth-class matter, a written or printed invoice showing the name and address of the sender and addressee, the names and quantities of the articles enclosed, together with inscriptions indicating, for the purposes of description, the prices, style, stock number, size and quality of the articles, the order or file number, date of order and date and manner of shipment and the initials or name of the salesman or of the person by whom the articles were packed or checked. Printed matter relating to the articles enclosed is regarded as descriptive and is a permissible enclosure.

Of equal importance with the packing is a proper address and a proper return card. The purpose of the address is to insure quick and certain delivery and it must be therefore prominent, legible and complete. The return address is of no less importance for it insures return to the sender, should the parcel fail of delivery to the addressee. The return address should be less prominent and to the left and above the delivering address, and reasonably close to it. It should also be legible and complete. In both delivery and return addresses, street and number should be given. To do so avoids delay when the parcel falls into the hands of a clerk unfamiliar with the name of a firm or of a building.

In addition to the address and the return address and the endorsements, such as "fragile," "insured," etc., required by the regulations of the service, a parcel may bear inscriptions such as "Merry Christmas," "With best wishes," "Do not open until Christmas" or words to that effect of those inscriptions may be written on a personal card enclosed in the parcel.

It is well to insure parcels, and it is well to know that the insurance fee carries with it the right to a return receipt so that the delivery of the parcel may be verified. In this case the parcel should be endorsed "Return receipt desired." This service is in addition to the indemnity which is paid in case of loss or damage.

Indemnity for insured parcels is paid for the actual value of lost or destroyed articles within the limit of insurance; or for the actual, and usual, direct and necessary cost of repairing partially damaged articles, provided they were packed and endorsed in accordance with postal requirements. Claims for indemnity must be filed within six months from the date of mailing.

(Continued on next page)

Fees for insurance are as follows:

A fee of 3 cents insures for a value not exceeding $5;

A fee of 5 cents for $25;

A fee of 10 cents for $50;

A fee of 25 cents for $100.

Insurance fees are in addition to postage. Fourth-class matter or Parcel Post cannot be registered.

The value of an article may be collected at the time of delivery through the C. O. D. service. For a collection not to exceed $100 the fee is 10 cents. The remittance of the collection to the sender is made by post office money order the fee for which order may be included in the amount to be collected from the addressee. The C. O. D. fee of 10 cents also included insurance up to $50 actual value. For extra fees it may be insured beyond that value.

A receipt is given to the sender of a C. O. D. parcel, but no return receipt is furnished as the remittance of the collection proves the delivery. Addressees are not permitted to examine the contents of C. O. D. parcels before accepting and paying for them.

Parcel post packages may be forwarded to an addressee or may be returned to the sender without extra postage when a package has not left and does not need to leave, the jurisdiction of the office of mailing. If necessary to forward from one post office to another the addressee will be notified to send postage and upon receipt of the necessary postage the parcel will be forwarded. It will be returned to the sender under the same circumstances when transit between two offices is involved, if the package cannot be delivered or forwarded.

Parcels not over 4 ounces in weight, which take a flat rate of 1 cent an ounce, may be dropped in a mail box. All other parcels and all insured and C. O. D. parcels must be brought to a post office station for rating and mailing.

The size of parcel post packages is limited to 84 inches in length and girth combined. The greatest distance in a straight line between the ends is taken as the length, while the distance around the parcel at its thickest part is taken as its girth. The limit of weight is 70 pounds for parcels for delivery within the first, second and third zones, and 50 pounds for all other zones. The postage rates for the different zones are as follows:

On fourth-class matter weighing not more than four ounces, one cent for each ounce or fraction of an ounce; and on such matter in excess of four ounces in weight the rate shall be by the pound as follows:

For local delivery, that is for delivery from the post office where mailed, five cents for the first pound and one cent for each additional two pounds or fraction thereof.

For delivery within the first and second zones, five cents for the first pound or fraction of a pound, and one cent for each additional pound or fraction of a pound;

For delivery within the third zone six cents for the first pound or fraction of a pound and two cents for each additional pound or fraction of a pound;

For delivery within the fourth zone seven cents for the first pound or fraction of a pound and four cents for each additional pound or fraction of a pound;

For delivery within the fifth zone eight cents for the first pound or fraction of a pound and six cents for each additional pound or fraction of a pound;

For delivery within the sixth zone nine cents for the first pound or fraction of a pound and eight cents for each additional pound or fraction of a pound.

For delivery within the seventh zone eleven cents for the first pound or fraction of a pound and ten cents for each additional pound or fraction of a pound.

For delivery within the eighth zone, twelve cents for the first pound or fraction of a pound and twelve cents for each additional pound or fraction of a pound.

It frequently happens that the sender wished to communicate on the subject of a parcel, but does not wish to subject his parcel to the first-class rate by enclosing his letter. Under such circumstances the letter with postage at the first-class rate affixed, may be fastened to the parcel by slipping under one of the wrapping twines and being tied to it. The parcel itself must carry fourth-class postage and both must bear the same address. The letter and parcel will be delivered together. Should it be desired to send the letter and parcel by special delivery, one special delivery stamp will serve for the immediate delivery of both.

These comments relate exclusively to domestic parcel post. Special laws govern foreign traffic.

Vocational Training Results For One Year

Local Office of Federal Board Issues Statement

Total registration exclusive of transfers		7052
Contacts established		7042
Men surveyed (interviewed) by Vocational Advisers		4866
Approved for training		1407
Pending approval for training		308
Returned to suitable employment:		
Training completed	26	
Training voluntarily discontinued	90	
Training deferred	168	
Without training	999	
		1283
Cases still requiring action		1752

(Of the 4866 cases surveyed, 2302 are rated as having minor or negligible disabilities.)

The above may be summarized as follows:

2998 cases definitely settled, plus

1752 cases rated as majors to be settled, plus

2302 cases rated as minor or negligible to be reviewed and probably re-rated as majors or recommended for Section 3 training, making

7052 cases total registration December 1, 1919.

The above table shows that 43 per cent of the men registered have been returned to gainful employment or are in training to be returned to gainful employment.

25 per cent of the cases are still to be settled.

32 per cent of the cases are rated as minor or negligible.

(These cases are being constantly reviewed and with new medical data many are being re-rated as major cases).

Minor or negligible cases are not entitled to training under Section 2 of the law, which provides subsistence money in accordance with a fixed schedule with $80 per month for a single man and definite allowances for dependents; but men with minor or negligible disabilities, who have been awarded compensation by the Bureau of War Risk Insurance, may receive training under Section 3 of the law, which provides all instructional expenses but no maintenance.)

Up-to-date Trade News by Wire

National Chamber Weekly Telegraph Service to Pacific Coast Members

Edge Bill

The Senate on Tuesday adopted the Conference Report on the Edge Bill permitting the creation of Federal corporations with capital not less than $2,000,000 to engage in foreign banking and international financial operations. Having already passed the House in final form, the Bill now goes to the President for his approval. It is expected here because of the Treasury Department's general policy and support the President will immediately approve this measure. On account of the exchange situation and the Federal Reserve Board's sympathetic attitude steps will probably be taken quickly to organize new Federal corporations contemplated on the Edge Bill in order that in proper cases they may make long time loans and proportionately relieve the demand on exchange. Corporations under Edge Bill of course may be formed to transact business in other parts of the world as well as in Europe.

Through Export Bills of Lading

The Railroad Administration now announces practically the entire membership of the Trans-Atlantic Associated Freight Conference also that a number of independent lines have become parties to the understanding between the Railroad Administration and the Shipping Board for the issuance of Through Export Bills of Lading for export freight moving from North Atlantic ports. Arrangements for Through Bills of Lading via North Atlantic ports to be effective not later than December 29th. This information is supplemental to General Bulletin No. 437, December 5th, wherein Railroad Administration plans were fully described.

Wooden Shipbuilders Hearing

The Wooden Shipbuilders engaged in construction for war shipping program will be accorded a hearing by the Senate Committee on Commerce January 8th in connection with Bill proposing relief for equitable claims. Hearings on Merchant Marine policy begin January 12th.

International Conference

The Senate passes Bill previously adopted by House authorizing President to call International Conference to consider questions relating to international communication by telegraph, telephone, cable and wireless, and to make recommendations with view to the extension of facilities to all countries on a fair and equitable basis.

H. C. L.

The average increase in cost of all items of the family budget October, 1913, to same month this year is about 81 per cent, according to the Bureau of Labor statistics investigation of 12,000 families in 92 localities. Increase of furniture, furnishings and clothing 139 per cent; food 80 per cent; housing nearly 18 per cent; fuel and light over 45 per cent.

Depletion Allowance On Oil and Gas Wells

Regulations governing Depletion Allowance on Oil and Gas Wells amended by International Revenue Bureau. Revenue Law of 1918 permits tax payer discovering oil or gas well after March, 1913, to determine fair market value of property at date of discovery or within 30 days thereafter for the purpose of ascertaining allowable deduction for depletion. Conditions precedent to such valuation are that a fair market value of property on date of discovery became materially disproportionate to cost and that such oil and gas wells were not acquired by purchase of proven tract or lease. For the purpose of determining depletion the Bureau states that oil or gas well is considered discovered upon either natural exposure of oil or gas or drilling discloses actual presence in quantities justifying commercial exploitation. Such quantities deemed to exist when recovery of oil or gas affords reasonable expectation of returns on excess of capital invested.

Board Elects Two New Members

At its regular meeting yesterday the Board of Directors of the San Francisco Chamber of Commerce elected Attorney Wigginton E. Creed and F. B. Henderson of the Associated Oil Company to the membership of the Board. A new Membership Committee was appointed as follows:

C. W. Steines, The Emporium; D. E. Perkins, Burroughs Adding Machine Company; J. H. Skinner, Bank of Italy; Joseph Thieben, Panama Lamp Company; J. G. Decatur, Western Union Telegraph Company; W. C. Kiefer, American Railway Express; George Forderer, Forderer Cornice Works; Philip Teller, Norton Teller Company; John M. Bailey, Pacific Coast Paper Company.

Christmas Appeals

Numerous inquiries are being made by members, relative to an appeal received by them, through the mails, for Xmas funds. The appeal is made by an organization, having its headquarters and directing personnel, outside San Francisco.

This organization does no work in San Francisco and receives no endorsement from this Committee.

Members are requested to advise with the CHARITIES ENDORSEMENT COMMITTEE when appealed to for donations to benefit organizations established in other parts of the state.

For information and advice, phone Kearny 112, and ask for the CHARITIES ENDORSEMENT COMMITTEE.

The High Cost of Leisure

The high cost of living is not the only problem before America, according to Vice-President Thomas R. Marshall. The high cost of leisure is also a menace he says. "One of the old ideas of the republic was that the limit of striving for success was the limit of capacity and endurance" declared the Vice-President recently. "The real evil which we are confronting today is the high cost of leisure. I speak in a censorious way because I am myself the laziest of the lazy.

"I only beg the thoughtful consideration of younger men who have the good of the republic at heart, seriously to consider the problem as to whether the only way in which to meet the increasing difficulties of American life is not by additional striving TO PRODUCE MORE, TO EARN MORE, TO ECONOMIZE MORE AND TO SAVE MORE."

Each American citizen has it well within his power to follow the vice-president's advice, no matter what his condition. No matter what he is able to earn, whether small sum or great, the securities of the government, Thrift Stamps, War Savings Stamps, Treasury Savings Certificates, Certificates of Indebtedness and Liberty Bonds give opportunity to save at least a part of his reward of labor.

—BUY W. S. S.—

Criticizing the American Shipper

Foreign Buyers Find Little Attention Paid to Goods After Sale Is Made

BITTERLY arraigning the lackadaisical methods of American shippers and more especially those on the Pacific Coast, an official of a large mercantile concern in Manila writes a letter to Mr. Clarence Colman, publisher of the Philippine Magazine, in which he threatens to withdraw the patronage of his company from the Pacific Coast. Excerpts from his letter follow.

"Your advice to manufacturers and shippers to the Philippines is timely, and we would take occasion to further say that the big trade opportunities between the Islands and the Pacific Coast can only be soundly developed by publications such as yours backed up by what ultimately resolves itself into plain, every-day square dealing. We could cite a number of instances where apparently the only desire of the exporter has been to get his draft cashed, and the resultant lack of diligence in filling orders, and lack of knowledge or concern as to the receiving end of the proposition, has been to our detriment.

"We send you a set of photographs covering a recent first purchase from a Pacific Coast firm of $20,000 worth of galvanized iron, showing condition in which received—this packing was actually charged for. The steamship very properly made exception on its bill of lading, and you can imagine the consequent loss to us. This experience has just about stopped us from trying to do further business on the Pacific Coast—for the deal we got was of a serious and flagrant nature. Do you want the facts?"

The foregoing is only one of the many complaints that have come from our overseas patrons, and it indicates a decidedly unhealthy condition. According to press dispatches from Hongkong, a prominent attorney of Manila passed through that city recently with a quantity of data showing how derelict in business many Pacific Coast exporters have been. The specific instances which this man has reported include one concerning a shipment of ten hydraulic jacks, weighing on the average 100 lbs. each, which were originally packed in poorly constructed white pine board boxes which were badly broken in transit. Another recorded a bale of white cotton goods protected by a flimsy jute bag, a portion of which arrived with the contents. The cotton goods were badly damaged and discolored. Kegs, probably suitable for a short shipment by rail, with no shifting of cargo, were reported sent to Manila containing iron nuts weighing from 2½ lbs. to 3½ lbs. each. It requires little imagination to visualize the condition of the kegs upon arrival at destination. Ten inch spikes were shipped, according to the report, with a meager protection of light fibre sacks, a cover which would be insufficient for such goods involving no handling of cargo.

It is further stated that many shipments from America to the Orient arrive without markings or brands, and therefore cannot be identified by consignees, and as a result they are placed in warehouses kept for unclaimed goods where they remain for six months and are then sold at auction.

Comparing this condition, the report states that European shippers are far ahead of American.

Congestion of Shipping Reported in European Ports

After being eleven months in transit, the first direct importation of Turkish tobacco to San Francisco during the past three years has been received by the Macedonia Tobacco Company. Congestion of shipping in European ports is wide spread and the experience of the shippers of this particular commodity seem to be from reports the experience of all shippers. The shipment was ordered in January by cable and arrived at Piraeus, the port of Athens, late in April. Under the rule of "first in, first out" the tobacco was held up until August 13th, reaching New York on August 30th. The shipping strike there delayed transit further until October 30th. Another month was consumed in the trip to San Francisco. It is said that the time of transit and unusual cost of shipping goods from Europe in many cases renders it prohibitive to the importer except on many of the higher priced commodities which may be rated as luxuries.

It is said that shipping conditions are worse in Liverpool, with London ranking a close second. Havre, France, is also suffering from congestion, while Mediterranean ports are in much the same condition. It is said that ships are occasioned delays of as much as 30 days in Liverpool, though the average delay is from 14 to 25 days. Ships are held up usually from 10 to 14 days in London, and about 7 days in Havre. Cargoes are moving with reasonable rapidity through German ports, while Copenhagen has been impeded by the stevedores strike there.

It is reported that steps have been taken to relieve the congestion in British ports by lighterage. Long delays in some of these ports have given rise to considerable theft, and the risk from theft is said to be greater at the present time than for many years. The authorities of the various world ports are, however, actually engaged in straightening out the shipping tangle and are hopeful of foreing conditions somewhere nearly normal within a comparatively short time.

Foreign Trade Opportunities

3436. Culiacan, Sinaloa, Mexico. Party is desirous of finding a market for quantities of dried beef, dried burro meat and dried venison.

3437. Marseilles, France. Firm desires to be put in touch with exporters desiring representation in France; also with importers of coriander, fenugreek, sandarac gum, and euphorbe gum.

3438. Baden, Switzerland. Firm desires to be put in touch with exporters of canned and dried fruits, and other food products.

3439. Bangkok, Siam. Party desires to be put in touch with importers of raw silk and tea.

3440. Nice, France. French firm would like to represent California firms dealing in dried fruits and especially to have the sole agency of important exporters.

3441. London, England. Firm of purchasing agents and exporting engineers desires to be placed in touch with manufacturers and importers desiring representation in the United Kingdom. Details on file in the Foreign Trade Department.

3442. Nantes, France. French corporation would like the exclusive agency of producers of California dried fruits, particularly prunes and apricots in cases of 12 kilograms.

3443. Napoli, Italy. Party desires to be placed in touch with importers and exporters desiring representation in Italy.

3444. Los Angeles, Cal. Young man contemplating a trip around the world desires to make connections with San Francisco firms wishing to be represented in foreign markets.

Cities Don't Run Wild in France

Municipal Governments under Federal Control That Restrains and Controls

(From a pamphlet issued by the National City Company of California.)

THE municipal law of France provides that the finances of the cities, (Marseilles, Lyons and Bordeau) including authority to borrow money, levy taxes and adopt annual budgets, be under the direct control and supervision of the National Government. Too strong an emphasis cannot be placed on this national control as a means of maintaining good sound municipal finances.

The budget of each French city is proposed by the Mayor, voted by the Municipal Council and is carried out under the regulation of the Prefect of the Department (a National Government officer). Cities of the size of these three must submit their budgets to the approval of the National Minister of the Interior, who, in turn, submits them to the President of the Republic for his signature.

When the budget provides for all the obligatory expenditures and contains no extraordinary expenditures, the amounts set aside for optional expenses cannot be modified by the national authorities. Municipal Councils can include credits for unforeseen expenses and these credits can be reduced or rejected by the Paris authorities only when the ordinary revenues, after meeting all obligatory expenses, would not allow the unforseen expenses to be paid. The decree of the President of the Republic or of the Prefect of the Department, regulating the city's budget, can reject or reduce expenses in any cases except those just mentioned. If, on the contrary, the Municipal Council has not set aside the funds required for obligatory expenses, the amounts may be inserted in the budget by a decree of the President of the Republic, in the case of cities as large as Lyons, Marseilles or Bordeaux. If the Mayor refuses to pay the regular authorized expenses, authority for their payment can be given by the Prefect of the Department.

If the Mayor and Council should prove obstinate in the matter of obligatory expenditures, the national authorities have power to suspend them from office. Once the French municipal budget is finally approved, it cannot be altered in the slightest degree.

Under this supervision the municipal finance of Lyons, Marseilles and Bordeaux has been conservative, and their credit placed on a sound basis.

That the obligations of these cities are held in high esteem by French investors, is evidenced by yields of their securities during recent years. In October, 1919, the obligations of Bordeaux were selling in France to yield 4.02 per cent and obligations of Marseilles at prices to yield 3.80 per cent.

Foreign Trade Brevities

New South Wales is suffering from the most severe drought since its occupation by white men, according to reports recently received. It is feared that there will be a shortage of seed wheat for the next season's sowing.

Reports from Buenos Aires state that merchants in the Argentine are still complaining because American business men demand cash against documents in export transactions. The South Americans claim that they grant long credits and pack their goods more satisfactorily in many cases than do the Americans.

It is predicted that the Japanese Government is to issue a proclamation forbidding export of cotton to check rising prices. There is already an embargo on yarns to count 20 or under. This embargo, however, effects China principally.

It is reported that American Consuls in foreign countries have been instructed to issue certificates of depreciation in exchange on the basis of which import duties are henceforth to be paid. The permission to liquidate entry on the basis of the current value of the foreign money rather than on the normal or standard value on the money is of tremendous importance to all importers.

It is reported that the Australian embargo on rabbit skins was removed on December 1st.

The Foreign Trade Department has a quantity of pamphlets, "Starting to Export," issued by the National Foreign Trade Council, available for distribution among the members of this Chamber. This pamphlet treats with the elementary problems of foreign trade concerning manufacturers and others interested in entering the export trade. Copies may be had upon application to the Foreign Trade Department.

Can't Get Cargo to Come to This Coast

Shipping brokers say one cause of the difficulty of inducing vessels to come from the Atlantic to move the vast tonnage of Washington, Oregon and British Columbia lumber just now so urgently offering for export is that such ships cannot secure freight in paying quantities from the Atlantic to this Coast. Even the flattering rates for the lumber haul would not warrant such a long voyage empty to secure a cargo.

Notice to Forwarders

A firm of tanners and curriers in Milwaukee is desirous of getting in touch with San Francisco Forwarding Agents who are in a position to handle shipments of raw, dry and green salted hides arriving from New Zealand, Australia, China, India, Java, Japan and the Philippine Islands.

Concerns that have had experience in this particular commodity would be preferable. Full information may be obtained from the Foreign Trade Department.

Foreign Trade Convention Stickers

The Pacific Coast Committee of the National Foreign Trade Council has issued very attractive poster stickers advertising the Seventh Annual Convention which is to be held in San Francisco May 12 to 15, 1920.

Request is made that merchants aid in advertising the convention through placing the stickers on their letter heads. A supply can be obtained by applying to Room 1237 Merchants Exchange Building.

Finding the Answer

The Research Department Accumulates and Disseminates Information Which May be of Interest to You

SCORES of questions are asked each week by those who have occasion to call upon the Research Department of the Chamber of Commerce.

It is of little use to gather information for one individual or for one purpose and to allow it to thereafter remain in the files of the office, awaiting future calls by those who may happen to ask for it.

From now on each weeks issue of the Activities will give in brief the nature of some of the most important questions asked, together with the answer when the subject involved is such that it can be of general interest to the membership of the Chamber and the readers of the Activities.

Municipal Landing Field

The Municipal Landing Field for aircraft has been named Montgomery Field and occupies a part of the site of the Exposition. Montgomery Field is composed of two fields. One is the Marina which was used for that purpose during the Exposition, and which is 275 feet by 1200 feet east and west. The other field extends in an east and westerly direction just south of the Marina and occupies an area of 1,000 feet x 2,000 feet of which a space 400 x 1,600 feet has been improved suitable for landing purposes.

Growth of Manufacturers in San Francisco

The attention of the Research Department was called to an item which appeared in a publication of a distant city which conveyed the idea that manufacturing in San Francisco and its vicinity is undergoing a decline. For the benefit of those who are not certain of the actual conditions the following statement is issued:

In 1899 there were 1,748 manufacturing establishments employing 32,555 wage-earners. Fifteen years later which was in 1914 there were 2,334 manufacturing establishments engaging 31,758 wage-earners notwithstanding the fact that during this period over four square miles of city area in the heart of its manufacturing district was completely destroyed by fire, and that 200,000 of the city's population had been transported by the railroads to other parts of the country.

The increase in manufacturing in San Francisco and its vicinity for the same period is shown by the following figures:

In 1899 there were 2,016 manufacturing establishments employing 37,390 wage-earners, with an annual value of production of $49,240,348. Figures for the same phases of manufactures fifteen years later show for the same district 3,249 establishments engaging 47,626 wage-earners with the annual value of production $248,077,474. The number of establishments has increased about one-third, the number of wage-earners has increased in like proportion and there has been over 100 per cent increase in the annual value of production.

Printing and Lithographing Establishments

The Research Department has been called upon by wire to locate concerns in San Francisco doing large printing business in sales books, calendars, catalogs, job printing, signs, lithographing, etc. A concern wishes to handle business during next year to the extent of $50,000. If you are interested and can qualify on all of the items of printing trades and lithographing enumerated above, immediately register your firm name, with a complete description of the kinds of printing which you cover that you may not be omitted from this opportunity.

The Next Exhibits to be Held at the Auditorium are:

The Auto Show will hold forth from February 12th-28th and the Office Fixture Exhibit will be held from March 6th to 13th.

Business Wants

W. O. Galpin, Fallon, Nev., is in the market to dispose of alfalfa hay.

Kelley-Erickson Co., 501 Farham Bldg., Omaha, Neb., desires to get in touch with wholesale dealers in flour.

Robinson & Smithers, 5 Columbus Circle, New York City, are in the market for canned and dried fruits.

Wm. S. Warren, 1610 Oxford Street, Berkeley, Cal., wishes to communicate with honey producers in this state.

Triangle Trading Co., 116 Nassau Street, New York City, is in the market for sugar, rice and other California food products.

Mrs. G. W. Sample, 441 E. 37th Street, Los Angeles, Cal., desires to get in touch with glass factories in this city.

Battery Specialties Co., 1504 Vine Street, Philadelphia, Pa., is in the market for wooden storage battery separators.

Chas. H. Toll, 1515 La Loma Ave., Berkeley, Cal., wishes to get in touch with representative of the Hoyt Shoe Mfg. Co., of Massachusetts.

Amalgamated Trading Company, 2 Pine Street, San Francisco, desires to get in touch with camphor refiners.

L. Scheffler Co., 5958 Moneta Ave., Los Angeles, Cal., is in the market for labels for bottles and cans.

Mrs. W. L. Estes, New Hartford, New York, wishes to communicate with manufacturers of notions in this city.

Jamerson & Utley, Donna, Texas, are in the market for redwood pipe.

Howard S. Tiffany, 196 N. Park Ave., Buffalo, N. Y., desires to get in touch with wholesale dealers in sporting goods in this city.

Reno Optical Co., 17 N. Virginia Street, Reno, Nev., are in the market to have a small flannel cover, about 6 inches in diameter, manufactured.

Government Bids

Government bids wil be opened at Zone General Depot at Fort Mason on December 26th for denim hats, evaporated apples, candy, plum pudding, olives, prunes, salt, canned shrimp and lobster.

Bids will be opened at Zone General Supply Depot at Fort Mason on December 26th for dried and canned fruits and vegetables, baking powder, chocolate, coffee, cornmeal, canned crabs and lobster, jelly, molasses, honey, cooking oils, olives, plum pudding and peanut butter.

Bids will be opened at Zone General Supply Depot at Fort Mason on December 29th for fur caps, moccasins and parkas.

Government Proposals

Proposals will be received by Zone Supply Officer at Fort Mason on December 22nd for the sale of waste material including sheet aluminum, brass, copper, lead, zinc, rubber, rags, rope, cotton sacks, barrels, kegs, and boxes.

Details and specifications are on file in the Exchange Hall of the Chamber of Commerce.

Demurrage on Export Shipments

Agreement Reached Between Railroad Administration and Operators of Shipping Board Boats

STEAMSHIP lines and operators of such lines, under the control of the Shipping Board, have entered into an agreement with the Railroad Administration, putting into effect on December 15th, a rule for the disposition of export demurrage and storage charges in accordance with the views of Mr. Spens. On freight to go forward via the ships of the agreement lines, the new arrangement provided fifteen (15) days of free time, such provisions for fifteen (15) days being published as an exception to the rules governing the assessment and collection of storage and demurrage charges on export bills of lading.

On December 6th Mr. Spens sent an ultimatum to the steamship lines that had not signed the agreement, that unless they signified their intention to become parties to the agreement on or before December 12th, they would become subject to revised storage and demurrage rules operative on December 29th. The revised storage and demurrage rules applicable on and after that date, to freight consigned to non-agreement ships, will allow only ten (10) days of free time (as is the fact now), but they will contain a provision that freight shall not be delivered to the non-agreement lines except upon the payment of accrued storage or demurrage charges.

When the new arrangement is in effect the shipper desiring to export stuff on through bills will have to determine whether he will ship via the agreement or non-agreement lines. If he chooses the latter he knows that his freight will be held at the port for ten (10) days without charge; that if the freight is not lifted within the ten (10) days, delivery will not be effected to the steamship company until the carrier by water has paid the accrued storage or demurrage charges.

Whether the accrued storage or demurrage charges, under that arrangement, will be paid ultimately by the steamship company or by the shipper is a question to be settled by means of negotiations between the exporter and the steamship company via which he routed his freight.

The arrangement covered by the preceding paragraphs is applicable only in connection with carload export freight moving under through export bills of lading and which has been booked for transportation on vessels owned or operated by or for the account of the United States Shipping Board via the following named ports and agents of the United States Shipping Board:

Boston—Lawrence & Co. via Providence and Portland, Me., J. S. Emery & Co., Red Star Line, Atlantic Transport Line, American Line, C. H. Sprague & Sons, Patterson & Wylde.

New York—Moore & McCormick, New York & Cuba Mail, France & Canada S. S. Co., U. S. & Brazil S. S. Co., Munson Steamship Line, Kerr Steamship Line, Barber Steamship Line, Oriental Navigation Co., J. L. Elwell & Co., South Atlantic Maritime Corp., Independent Steamship Co., U. S. & A. Line, Luckenbach S. S. Co., A. H. Bull & Co., W. R. Grace & Co., Nafra Line, Red Star Line, Cosmopolitan Line, the Globe Line, American Line, J. H. Winchester & Co., Atlantic Transport Co., Phelps Brothers.

Philadelphia—American Line, International Freighting Corp., Red Star Line, Atlantic Transport Line.

Baltimore—Red Star Line, Export Transportation Co., Baltimore Steamship Co., Standard Steamship Co., Baltimore Oceanic Steamship Co.

Norfolk—American Line, Harriss McGill & Co., Robert Hasler.

The Traffic Bureau is also in receipt of a telegram from C. E. Spens, Assistant Director of Traffic, United States Railroad Administration, in which he states that on December 11th the Trans-Atlantic Associated Freight Conferences also accepted the Administration proposal covering storage or demurrage on export carload freight moving through North Atlantic ports on through bills of lading.

Live News From the Traffic Bureau

Reduced Rates on Second Hand Carriers Returned

The Traffic Bureau is informally advised that under Freight Rate Authority No. 17403, issued November 25th, Agent Gomph's Tariff 1-F, I. C. C. 305, may be amended on ten days notice to provide that the following ratings will apply on carriers, second hand, empty, returned:

Less carloads, ½ of 4th class;

Carloads, Class B, with minimum weight of 12,000 lbs., subject to Rule 6-B of current Western Classification, or Class E, with a minimum of 30,000 lbs.

Farmers' Transportation Company Moves

The Traffic Bureau is advised that the Farmers' Transportation Company announces the removal of its berth from Pier No. 19 to Pier No. 9, at which it will receive freight daily for transportation to Sacramento and Sacramento River points, to and including Colusa, by its Steamers "Valletta" and "Sacramento" leaving on Tuesdays and Fridays at 6 P. M.

Late News on Return of Railroads

According to advice received from Washington and Chicago, there is a general feeling that it is doubtful if the railroads will be returned to private control by January 1st. The latest rumor is to the effect that the Railroad Administration may be extended for from two to six months or a year beyond the first of January, 1920, owing to the impossibility of perfecting and enacting railroad legislation prior to that date. There seems to be a feeling, however, that President Wilson will not carry out his proposal to return the roads at midnight December 31, 1919, if legislation is in progress.

Curtis Amendment Lost

The amendment to the Cummins railroad bill, providing for the elimination of the transportation board sections, proposed by Senator Curtis, was rejected December 8th by the Senate. Senator Cummins said the question was one that should be settled in conference. A demand by Senator La Follette for a quorum prevented final action on the bill, which was about to be put on its passage without amendment.

Change in Tariffs

In Freight Rate Authority No. 8568, the chairmen of the three regional freight traffic committees have been authorized, on one day's notice, but not before the effective date of the Consolidated Classification, to change the descriptive matter in commodity tariffs so as to conform with the terminology of the Consolidated Classification. Except for this authority many commodity rates would otherwise be automatically canceled. An illustration on that point would be the commodity rates on soap in southern territory.

Your Business Friends— Are They Members?

One of the greatest endowments a business man has is forcefulness. He is forceful in the command of his business—he is forceful in his thought and the influence thereof and he is forceful by his cooperation with other forceful agencies, one of the most important of which is his Chamber of Commerce for through that agency his forcefulness keeps the ball rolling in the gathering of other forceful activities that represent enduring achievements relative to trade, finance and industry. As his forcefulness applies in his private business so it should apply to his activities in behalf of his Chamber. Why not apply that forcefulness in the direction of alertness for new members by filling in the insert below with the name of someone that you believe is not a member of your Chamber and mailing it to us so that we may have an opportunity of apprizing him of the work of his Chamber of Commerce?

The following have applied for membership in this Chamber since the last issue of the Activities:

American Art Works, Advertising Signs, etc., 112 Market Street.

Badt-Falk & Co., Reinforcing Steel, 346 New Call Building.

Biddle Purchasing Co., Buyers of Food Products, etc., 260 California Street.

J. J. Coyle, Mgr. Western Growers & Dist. Assn., 625 Market Street.

Calenduline Co., The, Mfg. Chemists, 149 N. Montgomery Street.

Garrett & Co., J. R., Wholesale Grocer and Bean Dealer, Marysville, Cal.

Hausen, George J., Oil Well Supplies, 1402 Hobart Building.

McIntyre Packing Co., Packing—Meats, 807 Montgomery Street.

Mereen, J. D., San Francisco Representative for Machinery Firms, 220 Sheldon Building.

Michel-Bilodeau Chemical Co., Inc., Chemicals, etc.

Nicine Co., Disinfectors, 251 Rialto Building.

Nippon Co., The, Importers and Exporters, 323 Clay Street.

Oriental Trading Co., Importers and Exporters, 381 Bush Street.

Purity Fruit Juice Co., Distributors of Soft Beverages, 1022 Mission Street.

Syllabic Institute, The, Business School, 376 Sutter Street.

Kindly fill out and return to the Membership Department, San Francisco Chamber of Commerce, Merchants Exchange Building.

Name .....

Address .....

Business .....

Suggested by .....

Employment Needs and the Placement Bureau

DISCHARGED SOLDIERS AND SAILORS

343. Energetic Australian wishes to work as jewelers salesman to gain experience so as to take agencies in Australia for all branches of jewelry trade.

344. Navy man, export experience, desires position as stenographer and office assistant.

345. Young man, age 25, married, having made several years study investment, stocks and bonds, buying and selling for own account, having general clerical knowledge including bookkeeping and typing wishes position with stock brokerage concern or in that department of bank, affording opportunity for experience and advancement.

346. Import and export, two years experience in the Far East, one year handling some business on this side, qualified for any department.

347. Young man familiar with details of importing and exporting and some knowledge of traffic work wishes an opportunity in either line of business.

348. Ex-Army Captain desires position as assistant to manager or other executive work. Experienced office man, traffic manager, correspondent, assistant sales manager and purchasing agent. Salary secondary, desires position with chance of advancement.

349. Navy pay clerk, eleven years service, desires permanent position in civil life. Three years practical experience purchasing and disbursing for Government. Bonded. Acquainted in South American and Asiatic seaports. Willing to accept position in foreign country. Married.

350. College man, age 22, desires position selling or clerical. Extensive traffic and export experience with largest Eastern concerns. Willing to leave town.

351. Young man, age 21, college education and practical accounting experience, desires position with a progressive San Francisco concern. Would be willing to leave town.

352. Wanted position as executive with concern handling a great number of men. 15 years U. S. Army, Speaks Spanish, Hindustan and French slightly. Traveled 10 years foreign countries.

353. Naval officer desires connection with concern doing business with Mexico or South America. Speaks Spanish.

GENERAL APPLICATIONS

1534. Connection wanted with export and import house by capable young man speaking Russian, German and Chinese. Many years experience in Russia and the Orient, thoroughly acquainted with Oriental goods and general merchandise.

1535. Executive or comptroller, desires position with large corporation experienced in all branches of accounting, costs, systems, finances and Federal Income Tax Laws. Can direct and handle large responsibilities.

1536. Cost and general accountant. Married, 29 years old, last position 7 years Australia, chief clerk and cost accountant.

1537. Young Russian with experience in export and import business. Thorough knowledge English, French, Russian and German languages, desires to make a change from present connection.

1538. Thoroughly experienced exporter and importer, with Oriental experience conversant all details foreign trade, having excellent personal connections, desires to connect with progressive firm of strong financial standing.

Knight-Counihan Printing Co.

SAN FRANCISCO
CHAMBER OF COMMERCE ACTIVITIES

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Thursday ——December 25, 1919

MERRY CHRISTMAS

HAPPY NEW YEAR

In This Number:

Shipping Board Will Help Pacific
Profit Sharing in Operation
Coal and the Alaska Trade
Preparing for Foreign Trade Zone
The Health Center Movement
The Far Eastern Market
San Francisco's Duty in the Census

Live Articles From

Industrial, Marine, Foreign Trade, Charities
Endorsement, Research, Placement and
Transportation Departments

Shipping Board Will Help Pacific

Report of Charles C. Moore, Chairman of the Pacific Coast Delegation, is optimistic

"IT is my belief," said Charles C. Moore on Tuesday before the Board of Directors of the San Francisco Chamber of Commerce, "that the United States Shipping Board will go the limit in providing ships for the Pacific Coast trade."

Moore has just returned from Washington, where he headed both the San Francisco and the Pacific Coast delegations, which presented to the Shipping Board their case for greater allocation of merchant ships to this coast.

"There was a big national note sounded before the Shipping Board by the Pacific Coast delegates," said Moore, "and it was plain to Chairman Payne that the united cities of the the Pacific Coast had completely subordinated their local interests before the Board, in order to appear there as a unit in behalf of the national welfare. A splendid case was presented to the Board, and it was shown that American interests would suffer unless proper recognition were given to the Pacific Coast in the matter of ships with which to handle the great trans-Pacific burden of commerce.

"The pressing bigness of the problem was brought home to the Board by the declaration of Paul Reinch, former United States Minister to China, that with adequate shipping facilities the Pacific Coast would be able to double its trade with China within two years."

"I share to the full the feeling of all the Pacific Coast delegates that we made a vast impression upon Judge Payne and other Shipping Board officials, by the form and substance of the case that we presented. Judge Payne said that he had never before listened to so impressive and convincing a presentation.

"It was quite obvious that the effect of the united action of the Pacific Coast cities was to indicate to the Board that a real American issue was being presented. Judge Payne, himself, said that he did not know of a similar case in which communities had so united in constructive action for the nation's good.

The Shipping Board now has before it in a graphic way and it fully understands what effect will ensue against the whole country if it shall fail to give relief to the Pacific Coast in this crisis of a shortage of ships.

"It should be realized by all that Pacific Coast interests are now united in a way that they never before have known. They have set up a great effective piece of machinery and they should not neglect to use it.

"I believe that the coast cities should maintain frequent contact in all matters of common interest and that they should not permit this feeling of friendly cooperation to die."

Moore said that the published version of what Chairman Payne had said in reference to giving preference to South America over the Pacific Coast in the allocation of merchant ships, was somewhat at variance with his understanding of what Judge Payne had intended to say.

"As I understand it," said Moore, "there is now only one Shipping Board vessel on the Atlantic run to South America, and there is pressing need for the allocation of more vessels there. Judge Payne said it would be the first endeavor of the Shipping Board to satisfy this need and that immediately afterward the interests of the Pacific Coast would be served, and I have no doubt," he said, "that the Shipping Board will go the limit in providing ships for the Pacific Coast trade."

Redwoods Must Be Preserved

Head of National Park Service Outlines Campaign

That the crusade to preserve the Redwoods of California is taking a firm hold on the people throughout the country, was indicated by Stephen T. Mather, speaking as luncheon guest before the Board of Directors of the San Francisco Chamber of Commerce on Tuesday last.

Mather said that intense interest had been aroused in the Redwoods preservation fight by a special article by Sam Blythe recently published in the Saturday Evening Post.

Letters prompted by this Blythe article were read by Mather and they show that the people of the United States, no matter how remotely removed from the Redwoods grove, have a strong sentimental interest in the great trees, and that they are being aroused to action by the danger that the groves may be destroyed.

Mather said that strong organizations were being formed in California, Oregon and Washington for the preservation of the Redwoods and that in instances the timber owners had allied themselves to this movement to preserve the big trees and to build a scenic highway throughout the heart of the redwoods.

Foreign Governments to Participate in Foreign Trade Convention

For the first time since the inauguration of annual conventions by the National Foreign Trade Council representatives of foreign countries have been invited to participate at the convention. The Pacific Coast Committee in charge of the convention to be held at San Francisco, May 12th to 15th, 1920, has extended a specially designed invitation to the consuls of San Francisco representing twenty-seven foreign governments or their dependencies on the Pacific; each consul is asked in the invitation to request his government to delegate the representation of ten business men to participate in sessions of the conventions as guests of the Pacific Coast Committee.

For the seventh annual convention the trade of the Pacific and its importance to Pacific and Oriental ports will be especially emphasized.

In acknowledging the receipt of the invitations to him as representing India, Australia, New Zealand, Canada, Straits Settlements and Hongkong, A. Carnegie Ross, British Consulate-General and the dean of the consular corps at San Francisco says:

"I beg to acknowledge receipt of your letter of the 15th instant addressed to me as representative of India, Australia, New Zealand, Canada, Straits Settlements and Hongkong with enclosures. In reply I have to say that it has afforded me pleasure to transmit the invitation cards and explanatory letters to the Chief Executives of the British Possessions named, by whom they will certainly be suitably dealt with."

In concluding his letter Consul-General Ross says:

"It will afford me pleasure to cooperate with your Council in anything which will assist in the development of trade relations between the United States and any part of His Majesty's dominions."

An attendance of between two and three thousand business men is expected at the convention including a large percentage of foreign business men.

Profit Sharing In Operation

Ford Plant System Heralded as Success to Employer and Employee

(Editor's Note: This is the fifth of a series of articles upon the subject of the Betterment of Industrial Relations, by C. A. Day, Industrial Director of the San Francisco Chamber of Commerce. Mr. Day recently investigated various shop plans in eastern cities, and he has returned with a fund of facts that should be of practical benefit to all those who are seriously seeking a solution of the industrial problems of today.)

HOW to make profit sharing beneficial to management and men alike is one of the real problems faced by the employer in these days of industrial reconstruction.

There is a serious weakness in any plan where profits are distributed at long intervals in the form of annual gifts or rewards for meritorius service, and there is an element of paternalism in such a form of giving that is not relished by the independent workman. Again men are apt to regard such gifts simply as added income and not as an effort on the part of the employer to stimulate the interest of the individual and increase production for the benefit of all concerned.

The Ford Motor Co. at Detroit has been widely proclaimed as one of the pioneer factories where profit sharing has resulted in a real benefit both to employer and employee.

The plan has been in operation for six years, and during this time an organization has been developed which is the marvel of the industrial world.

While generally termed profit sharing the Ford plan is really a wage bonus which decreases in proportion as the hourly rate is advanced. The minimum wage paid to a Ford man is $6.00 per day. For example a man securing a wage of 50 cents per hour would get as his profit sharing rate 25 cents additional. A man receiving 60 cents per hour, 15 additional and a man receiving 80 cents per hour would get as his profit sharing rate 7½ cents per hour. In order to receive profits a man must have been in the employ of the company for six months, and to continue to receive them must conform to certain rules of deportment, application, attendance, etc., which apply to all the workers.

Labor turnover, the bugbear of all employers decreased in the Ford Factory from 370 per cent in 1913 to 16 per cent in 1915. Under war conditions and including the men who volunteered or were drafted into the service it increased to 24 per cent in 1916, 35 per cent in 1917 and 43 per cent in 1918.

In 1918 60 per cent of all employees were eligible for profit sharing and of this number 99½ per cent were actually receiving their dividends.

Ford employs in his personal work a corps of 50 representatives, whose duties require them to maintain a close personal contact with the workers. A man who is sick or whose family is in need receives prompt and adequate aid from a fund provided for that purpose by the Company. Legal advice and medical advice and attendance is also provided free of cost.

A well known Ford policy is not to discharge a man unless as a last resort and then only after every opportunity has been given him to make good in some other department. Another rule which stimulates the interest and ambition of the individual is to select superintendents and foremen only from the ranks of the workmen.

At the time of my visit to the Ford factory in early October of this year there were 56,000 men on the pay roll in addition to 15,000 employed at the old "Eagle Boat" plant where the new blast furnaces have been installed. The interiors of the vast buildings are veritable beehives, filled with busy workers, and endless moving carriers and belts, riveting, turning, bolting and assembling the millions of parts, which each day roll from the factory under their own power in the shape of 3,000 completed automobiles.

Parts for 2,000 additional machines are shipped to 30 assembling plants distributed throughout the country.

There are many to be found who criticize Ford methods which they term industrial bondage, servitude, patronage, curtailment of personal liberty, etc., but if results count for anything it must be admitted that whatever its limitations the Ford plan is in the main responsible for a condition extremely gratifying to the management and eminently satisfactory to the large majority of the workmen.

Building Trade Wages

Recently the wage earners engaged in the building trades in New York City entered into a new agreement with the employers. The new wage scale becomes effective January 1, 1920 and will continue throughout the year.

In this connection there is submitted below a comparative statement showing the wage schedules in New York and San Francisco. The New York figures were obtained from the Building Trades Employers Association of that city and the local figures from the General Contractors Association of San Francisco.

	S. F.	N. Y.
Asbestos workers, mechanics	$6.40	$6.40
Asbestos workers, helpers	4.64	
Bricklayers	9.00	8.50
Bricklayers' helpers	7.00	5.50
Carpenters, all boroughs	8.00	7.00
Cement Masons	8.00	7.20
Concrete workers, laborers	6.00	5.20
Composition roofers, waterproofers	8.00	5.50
Electrical workers	8.50	6.00
Electrical workers' helpers	$2.50 to 5.50	3.00
Elevator constructors' helpers	5.00	5.50
Elevator constructors	7.60	7.50
Hoisting engineers	9.00	7.00
Houseshorers	8.00	6.00
Housesmiths, structural	9.00	8.00
Housesmiths, finishers	9.00	6.40
Housesmiths' helpers	4.50	5.00
Marble cutters and setters	$7.50 and 8.00	6.50
Marble carvers	8.00	7.25
Metallic lathers		7.20
Mosaic workers		6.00
Mosaic workers' helpers		4.50
Painters	8.00	8.00
Plasterers	9.00	8.00
Plasters' laborers	7.50	5.50
Plumbers	9.00	7.00
Sheet metal workers	9.00	7.00
Slate and tile roofers	9.00	8.00
Steamfitters' helpers	5.00	4.50
Steamfitters	9.00	7.00
Stonecutters	$7.50 and 8.00	7.00
Stonesetters	7.50 and 8.00	8.50
Tile layers	8.00	6.50
Tile layers' helpers	5.00	4.00
Laborers	5.00	
Glaziers	8.00	8.00
Floor layers	9.00	

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For What You Want to Know —— Call KEARNY 112

Coal and the Alaska Trade

San Francisco's Opportunity to Supply California with Fuel and Alaska with Goods

For many years San Francisco has been getting only a small portion of the business which generates in Alaskan Territory. This has been the natural result due to Seattle's proximity to Alaska and her ability to serve the trade needs of that vast country.

However, the time is rapidly approaching when the great opportunity will be accorded San Francisco to enter the ports of Alaska with cargoes, assured in advance of returned cargoes of a product greatly needed in California. This product is coal.

According to a letter which has been addressed to Hon. Julius Kahn by James Wickersham, former territorial representative from Alaska, the coal development of that country will make it possible for San Francisco to supersede Seattle, or any other city, as the natural distributing point of Alaskan trade. Wickersham's letter which outlines the situation fully is given below:

"Herewith I enclose for your information and use a copy of the regulations covering coal land leasing in Alaska and also copy of general information regarding lands offered for lease in the Nenana coal fields, Alaska, which will give you a general view of the course to be pursued by one who wishes to procure the control of coal lands in Alaska and open and develop a mine thereon.

"I send you these documents pursuant to my recent conversation with you, in which I tried to persuade you that San Francisco ought to make an active study of the coal situation in Alaska, and of the future trade relations therewith. I urge this upon you for these reasons: First, your oil supply will not furnish you with the necessary fuel for all purposes after a few years; second, you need large quantities of coal in San Francisco even if your oil supply shall never fail; third, your trade relations between San Francisco and Alaska can be built up on the coal trade better than in any other way; fourth, Seattle does not want Alaskan coal; she has plenty of coal in her own state and will never buy Alaskan coal.

"For these reasons it seems to me the business men of San Francisco ought to give earnest and active consideration to the opening and development of coal mines in Alaska. If you had a collier running from San Francisco to any point on the Government railroad in Alaska in the summer time to Anchorage and possibly in the winter months to Seward you could carry freight and passengers from San Francisco to the terminal point on the Government railroad, where both could be transported to all points in the interior of Alaska at all seasons of the year. The return trip would carry a cargo of coal to San Francisco and thus give the collier freight both ways. The trade with Alaska now amounts to more than $100,000,000 per annum and as soon as the Government railroad is completed and coal mines are opened along the line of the road this trade will be largely increased, and it is now open to San Francisco.

"Coal is not the only mineral in near proximity to the line of the Government railroad. The gold mines on Willow Creek, seventy-five or eighty miles north of Anchorage, are proving more valuable every year and will undoubtedly be long lived and support a large mining population. Just north of this Willow Creek gold bearing belt and not far from the Government railroad are large known areas of copper, which have not yet been developed. There is a good reason why these copper locations have not been developed, the most satisfactory one being that there is no transportation to them. But with the completion of the railroads these fields will be open and will furnish an immense trade of themselves.

"The whole Susitna and Cooks Inlet basin is a mineral region. Kachemac Bay is on the east side and Cooks Inlet at the mouth and all along the shores of Kachemac and the east side of Cooks Inlet coal veins are found in places in the bluffs. This is not a high grade coal, but either by briquetting or without it these veins may afford a valuable addition to the fuel necessities of California. On the south side of Kachemac Bay very large deposits of chrome iron of very great value have been located within the last two or three years. Iron is known to exist on the west side of Cooks Inlet and Snug Harbor and oil is found at many places exuding from the earth and form pools around Oil Bay on the west side of the Inlet.

"A San Francisco concern, called the Chickaloon Coal Company, I think, took a lease in the Chickaloon field some two or three years ago and spent quite a little money in prospecting the ground. I visited the place last fall and was greatly interested in the site. The Chickaloon Coal Company unit joins the Chickaloon mines now being worked by the Government and no doubt the managers of the Chickaloon Company believed the vein of the Government reserve, which joined them on the east, dipped into and under their leased ground, and evidently some extensive drilling proved that such was not the fact. The location of the Chickaloon Coal Company's leased unit was ideal—but there was no coal there. These people were San Francisco people and it may be thought because there was no coal on their unit that San Francisco ought to take no further interest in the situation. However, there are many other units not so ideally situated however, as their unit was, that are known to contain high grade coal because it is exposed in large veins on the surface.

"Seattle has grown to be a great city out of the resources of Alaska, but the day is coming when her trade will entirely decline, because the backbone of the Alaska trade hereafter will be intimately associated with the development of her coal fields which are of no interest to Seattle. Let me make it clear to you that **Seattle does not want Alaska coal.** That is the important item to be considered when San Francisco begins to think of the development of Alaska trade. Your people in San Francisco have made millions out of Alaskan fisheries, but they are being depleted and destroyed, and unless Congress shall take some drastic measure to protect and preserve them, they will not yield a profit to either San Francisco or Seattle. However, we are just at the dawn of the development of mining in Alaska. The coal and copper and iron along the line of the Government railroad will make the Cooks Inlet basin a second Pennsylvania, and San Francisco can develop and control that trade if she will. Will she do it?

Preparing for Foreign Trade Zone

Municipal Committee to Secure Data to Accompany San Francisco's Application.

FROM this time on San Francisco will be using every effort to prepare itself as a Foreign Trade Zone. This was determined last week when Supervisor John C. Kortick, Chairman of the Mayor's Committee announced the appointment of sub-committees to crystallize the work.

The Foreign Trade Zone Bill is now before Congress having been introduced in the Senate by Senator Wesley Jones of Washington and in the House by Congressman John I. Nolan.

The San Francisco Chamber of Commerce initiated a movement which brought about a conference in New York and the organization of the National Free Zone Association, which organization has established headquarters at Washington and is striving to procure early action by Congress.

Hearings have been had before the Senate Committee on Commerce and the Ways and Means Committee of the House and it is expected that affirmative action will be taken in the near future.

It is essential that San Francisco vie with other cities in the preparation of its data to accompany its application for a Foreign Trade Zone immediately after the passage of the Bill. The importance of the Free Trade Zone to San Francisco cannot be overestimated and as that will be equally true of other ports it will be necessary to prepare the strongest possible case to accompany San Francisco's application.

The sub-committees as appointed by Supervisor Kortick are:—

Committee on Site—W. M. O'Shaughnessy, Paul Shoup, Marshall Dill, Supervisor R. J. Welch, Captain C. W. Saunders, W. Leslie Comyn, A. F. Mahoney, G. W. Hind, Harry Cosgriff.

Committee on Law and Financing—Judge Matt I. Sullivan, Joseph J. Dwyer, Judge M. C. Sloss, Daniel A. Ryan, George Lull, Allen Wright.

Committee on Cooperation Between State and City—James Rolph Jr., P. H. McCarthy, Atholl McBean, George A. Newhall, Robert Newton Lynch.

Committee on Campaign and Legislation —Commercial development committee of the Board of Supervisors, C. S. Stanton, John Francis Neylan, R. A. Crothers, Eugene McLean, John P. Young, W. J. Bonsor, Frank McDonald, Arthur Joel, George Skaller.

The scope of the Bill which has been introduced providing for the establishments of Foreign Trade Zones is broad and comprehensive. In order that a full understanding may be had of the meaning of a Foreign Trade Zone and the impetus it would give to foreign business, a summary has been prepared and is exhibited on this page:

Summary of A Bill—To provide for the establishment, operation, and maintenance of foreign trade zones in ports of entry of the United States, to expedite and encourage foreign commerce, and for other purposes.

The Secretary of Commerce is authorized, subject to certain conditions and restrictions upon application to grant to public corporations the privilege of establishing, operating, and maintaining foreign trade zones in or adjacent to ports of entry under the jurisdiction of the United States, whose location and general availability for conducting foreign commerce make them suitable for the accomplishment of the purposes of such zones. Not more than one zone shall be authorized in or adjacent to any port of entry: Provided, That when a port of entry is located within the confines of more than one State a zone may be authorized for each of such States the territory of which is comprised in such port of entry.

Foreign and domestic merchandise of every description, except such as is prohibited by law, may, without being subject to the customs laws of the United States, except as otherwise provided in this Act, be brought into a zone and there stored, exhibited, broken up, repacked, assembled, distributed, sorted, refined, graded, cleaned, mixed with foreign or domestic merchandise or otherwise manipulated, or manufactured, and be transshipped, exported, or sent into customs territory of the United States therefrom, in the original package or otherwise; but when merchandise is so sent from a zone into customs territory of the United States it shall be subject to the laws and regulations of the United States as imported merchandise.

Vessels entering or leaving a zone shall be subject to the operation of all of the laws of the United States, except as otherwise provided in this Act, and vessels leaving a zone and arriving in customs territory of the United States shall be subject to such regulations to protect the revenue as may be prescribed by the Secretary of the Treasury.

Applications for Foreign Trade Zones shall state in detail—

(1) The location and qualifications of the area in which it is proposed to establish a zone, showing (a) the land and water or land or water area or land area alone if the application is for its establishment in or adjacent to an interior port; (b) the means of segregation from customs territory; (c) the fitness of the area for a zone; and (d) the possibilities of expansion of the zone area;

(2) The facilities and appurtenances which it is proposed to provide and the preliminary plans and an estimate of the cost thereof, and the existing facilities and appurtenances which it is proposed to utilize;

(3) The time within which the applicant proposes to commence and complete the construction of the zone and facilities and appurtenances;

(4) The methods proposed to finance the undertaking;

(5) Such other information as the Secretary may require.

If the Secretary finds that the proposed plans and location are suitable for the accomplishment of the purpose of a foreign trade zone under this Act, and that the facilities and appurtenances which it is proposed to provide are sufficient, he shall make the grant.

Each grantee shall provide and maintain in connection with the zone—

(a) Adequate slips, docks, wharves, warehouses, loading and unloading, and mooring facilities;

(b) Adequate transportation connections with the surrounding territory and with all parts of the United States, so arranged as to permit of proper guarding and inspection for the protection of the revenue;

(c) Adequate facilities for coal or other fuel and for light and power;

(d) Adequate water and sewer mains;

(e) Adequate quarters and facilities for the officers and employees of the United States, State, and municipality whose duties may require their presence within the zone.

(f) Adequate inclosures to segregate the zone from customs territory for protection of the revenue, together with suitable provisions for ingress and egress of persons, conveyances, vessels, and merchandise.

The grantee may, with the approval of the Secretary and under reasonable and uniform regulations for like conditions and circumstances, permit private persons, firms, corporations, or associations to erect such buildings and other structures as will meet their particular requirements.

Each zone shall be operated as a public utility, and all rates and charges for all services or privileges within the zone shall be fair and reasonable, and the grantee shall afford to all who may apply for the use of the zone and its facilities and appurtenances uniform treatment under like conditions, subject to such treaties or commercial conventions as are now in force or may hereafter be made from time to time by the United States with foreign governments.

Passing In and Passing Out

Ship Movements Reported by Chamber's Marine Department

New Steamship Line for San Francisco

The Chamber of Commerce has ever been alert to the importance of steamship lines from this port. In this connection, it is pleased to know that the Kerr Steamship Company, one of the largest of American lines, has opened offices in the Merchants Exchange Building, this city, and is about to enter upon a campaign for business to European and South American points. Victor H. Smith, a former San Franciscan, is announced as manager and under his guidance, the company expects to develop a large business on the Pacific.

As They Come and Go—

Schaw-Batcher Shipbuilding Company reports to this department as having four steel hulls on the ways at South City. Three of them have been named as follows: West Camak, West Camorgo, and West Canon. The work on these hulls is reported as going along very satisfactorily under present conditions. The launching dates will be announced later.

Williams, Dimond & Company have notified this department to post the Steamer West Coyote as loading at this port for London, Liverpool and Rotterdam. Vessel is booked to steam late next month.

J. D. Spreckels Brothers Company have announced that the next Java Pacific Liner to steam from here will be the Tjisondari on January 5th. Special calls will be made at Kobe, Yokohama and Hongkong.

Twenty-eight vessels, belonging to the Alaska Packers Association, which ply between this city and Bristol Bay, are now in winter quarters across the bay. This fleet will be released during the month of March.

Steamer West Cactus arrived here from Oriental ports last week, bringing some extra heavy shipments, among which there were 23,054 chests tea which go to Eastern concerns, 3,288 bags coffee brought from Vladivostok, rice totaling 29,785 bags, 1,000 bags sulphur, 4,000 bags walnuts, 500 sacks beans, 1,650 bales hemp, 934 bags peanuts, 1,330 bags bean cake and many other large and heavy shipments such as walnut meats, rugs, bambooware, coffee beans, provisions, canned goods, etc.

Barkentine Hesperian which was severly damaged while anchored in the bay last month, left for the Rolph Shipyard last week for repairs, after which the vessel will continue her voyage to South Africa with lumber.

The following named steel freighters were scheduled to be launched from the Moore Shipbuilding Company during the week ending December 20th. City of Reno, Jalapa, Janelow, Mosella, Salina, and the Sapulpa, all for the U. S. Shipping Board account. The work on the concrete Steamer Peralta being completed by the San Francisco Shipbuilding Company is going ahead very rapidly, the date of her launching will be announced shortly. This will make the third concrete hull completed about San Francisco Bay in the last few years.

Important Message From Charities Endorsement

Un-endorsed Appeals Should Be Referred to Chamber

Children's Hospital

Many members are making inquiry, relative to an appeal from the Children's Hospital, advising us they are unable to find the Children's Hospital on our list of endorsed organizations.

The Children's Hospital is endorsed and appears on the list under its incorporated title, which is, Hospital for Children and Training School for Nurses.

For many years the hospital has been spoken of and written up, as the Children's Hospital, and in view of this the directors sent out the appeal under the better known name of the Children's Hospital.

Members are requested to make a note of this difference in title, so that this worthy organization may not be deprived of assistance through misunderstanding.

Warning:

Members are requested to notify the Charities Endorsement Committee of all appeals made to them for the aid of working girls.

Solicitations are being made by mail, in person and the use of coin boxes, to collect money to aid working girls.

Before donating to such an appeal, consult the Charities Endorsement Committee.

For information and advice regarding appeals for CHARITABLE PURPOSES, phone Kearny 112, and ask for the Charities Endorsement Committee.

Members desiring a list of the organizations endorsed by the Chamber of Commerce, may obtain the same by advising the Charities Endorsement Committee.

State Committee Aid to Service Men

According to the State Committee on Readjustment since its appointment by Governor Stephens in February, in claims ranging from $60 to $600, the central office has collected an average estimate sum of $2,500,000 for the service men.

In the ten months of its activities pertaining to readjustment and rehabilitation of returned service men the central office, Ferry Building, San Francisco, has handled 8,515 cases, or at the rate of 850 cases per month.

With the two hundred placement bureaus, at which serve volunteer attorneys throughout the 58 counties of the State, it is a fair surmise that throughout California the State Committee has handled thousands upon thousands of various applications of service men for the many things to which they are not only entitled but many months overdue.

Meritorious Service

The natural object of each department is to render the greatest possible service to the members of the Chamber. While this is only an every day proceeding with the department it is nevertheless pleasing to know that the results of the efforts are appreciated.

The following letter which has been addressed to the Foreign Trade Department of the Chamber by a prominent San Francisco firm indicates the character of service which each department is endeavoring to render to the members.

"A few weeks ago we were very desirous of obtaining some information regarding a shipment going to one of our foreign customers, and we inquired of the different places where we felt we could get the information regarding our shipment but only met with the same answer—'I don't know.' After we had done all in our power to get the desired information, it occurred to us that the Foreign Trade Department of the San Francisco Chamber of Commerce might be of some assistance to us. We took this matter up with your department and the information given us was to our entire satisfaction. Your department has been a help to us on a number of occasions in obtaining information regarding foreign countries, and for this reason we believe that you will be pleased to know that your service has been a great help to us in emergencies of the above kind, and we wish to thank you for your efforts along this line.

"We are very anxious to see San Francisco become one of the foremost cities in the United States associated with foreign trade, and know that the Foreign Department of the San Francisco Chamber of Commerce will do all in its power to help us reach this goal."

The Health Center Movement

Red Cross Plans to Assist in Establishing "Monuments with a Heart and a Soul"

(In view of the increasing interest throughout the country, regarding the establishment of a Health Center in the larger communities, the following article is reproduced from the "Red Cross Bulletin," Washington, D. C., December 1, 1919:)

THE announcement that the American Red Cross intends to promote the establishment of a chain of health centers as part of its peace-time program in this country has created great interest in this subject. People want to know what a health center is, the reason for having one, how it is managed, how much it costs, what it can accomplish and many other facts regarding this interesting plan. The Red Cross pamphlet on Health Centers, recently issued, answers these questions, but a condensation of this twenty-four page book may be of value.

A health center is a place where all public and private health agencies are brought together so that 100 per cent health service is rendered to 100 per cent of the people. The protection of the public health is one of the most important functions of any community. No one can deny this fact, yet the amount officially spent on health in this country has been, on the average, only 29 cents per capita. Compare this with the several dollars per capita spent each year on schools, parks, streets, police, libraries, fire protection, charitable institutions and other governmental bodies.

As a consequence of the fact that many cities and towns have been unable to perform proper health work there have been established private organizations, which deal with one or another phase of public health. Thus, there may be in one town, besides the public health officer, a visiting nurse association, an anti-tuberculosis association, milk stations, charitable society, Red Cross first aid and home hygiene classes, and other private health and welfare bodies. These agencies generally work independently, so that sometimes their duties overlap, but more often much is left undone. Some scheme to get these organizations together and also fill in the gaps is needed, so that there may be increased efficiency both for the agencies and the public whom they serve.

The health center offers just such a scheme of coordination. Here would be the offices of the municipal or county health department, and of the other organizations participating. It would also contain various clinics, such as tuberculosis, infant welfare, venereal diseases, dental, mental hygiene and others. There would be a laboratory for the analysis of water and milk and the examination of disease cultures. There could well be the Red Cross First Aid Station and the center could serve as a headquarters already equipped in the case of local disaster. The health center would be a clearing house for information on hygiene and sanitation. An auditorium might be provided for lectures and meetings, such as those of the local medical society.

Taking for granted the general interest and the responsibility of the Red Cross in the promotion of health centers, the next point is how to go about it. In this connection no hard and fast rule can be laid down. What is to be done depends on local conditions. Some one must furnish the initiative, however. If possible, the public health officer should take the lead, but if this is not practicable, then any one of the voluntary health organizations may be the prime mover. Every legitimate group working for health should be invited to participate, but if some do not wish to do so, there is no reason for delay in carrying out the plan.

The Red Cross Chapter may initiate a movement for the establishment of a health center by the official body or by a private agency. It may take the lead in coordinating all health activities or as a last resort may itself construct and operate the center. Whatever is done, however, the attitude of the Red Cross should be one of cooperation and assistance and not of usurpation. There should be no desire to supplant or encroach on the fields of other associations. Without in any way attempting to grasp or usurp the functions of the established agencies the Red Cross should act as the cement which shall bind them all together for the welfare of the community.

Before undertaking the setting in motion of a health center plan, a study of local conditions should be made. National Headquarters will issue in the near future an outline for a survey leading to the establishment of a health center. The advice of the division office should also be sought, as each division will be provided soon with a public health expert as an adviser. A health center is not a function of anyone department of the Chapter; it is a function of the Chapter as a whole, not merely of nursing or civilian relief. But a center could not be of value without its nursing staff and many of the duties of other Red Cross departments may appropriately be included therein.

What kind of a building is needed? That, too, depends on local conditions. It may be an imposing marble edifice, or it may be a converted store. A building may be erected, rented, borrowed, or a few rooms may be acquired. It need not necessarily be an expensive proposition. A dignified and attractive building for health activities is needed in most communities, for health authorities are in general inadequately housed. Modern civic pride demands handsome housing of schools, libraries, and courthouses, so why not for health departments? Such a center would be a fitting war memorial. It would be a monument with a heart and soul in it, far more practical and useful than a voiceless, lifeless shaft of granite, marble, or bronze.

The Red Cross has an unlimited opportunity to do good. One of the benefits of the war was the revelation of the need for a better national vitality. The results of the draft examinations in which about 30 per cent of men in the prime of life were rejected on account of physical incapacity astounded not only the general public, but the medical and sanitary professions as well. It would seem that we have neglected our most priceless of all personal possessions, our health. It has been estimated that 60 per cent of the defects found in the Army examination were due either to ignorance or neglect. Thus, most of these defects are preventable and further neglect will be an annual national disaster. The health center is one of the solutions of this urgent national health problem. It is the next step in modern preventive medicine.

The Far Eastern Market

Opportunities in Siam—The Dutch East Indian Field—Australian Trade Methods Defended.

WITH San Francisco concentrating her efforts toward extending her foreign trade domain in the Far East, the following information furnished by the American Consul at Bangkok, Siam, is particularly timely:

> The Kingdom of Saim covers an area of about 200,000 square miles, and is naturally divided into a southern part forming a great alluvial plan which furnishes yearly about one million tons of rice for the world's market; and into a northern elevated and hilly portion in which the well known Siam teakwood is grown; while in the Siamese Malaya, which joins the British Federated Malay States, are located great tin and wolfram deposits.
>
> The total population of the country numbers more than eight millions, and is mainly made up of the Indo-Chinese race.
>
> The climate is tropical and the methods of living are for the greater part Oriental.
>
> The spoken and written language is Siamese but for commercial purposes the English language is in general use.
>
> Siam is a member of the International Postal Union and has recently effected parcel post arrangements with the United States via Hongkong.
>
> The importation of foreign goods of every description is unrestricted at a uniform import duty of 3 per cent ad valorem, alcoholic liquors, narcotics, and arms and ammunition being the only exceptions.
>
> The aggregate value of all import landed at the port of Bangkok for the last year amounted to nearly 36 million gold dollars. The leading imports consist of cotton goods and yarn, iron and steel manufacturers, gunny bags, chemicals and medicines, electrical apparatus, motor cars, bicycles, cultery, dyestuffs, cigarettes, paper, perfumery and cosmetics, soap, flour, canned goods, and a great number of other articles and foodstuffs.
>
> The leading exports of the country consist of rice, teakwood, sticlac, pepper, cardamums, hides, fish, raw silk, and dyewoods, while the Siamese Malaya furnishes tin and wolfram.
>
> The principal industries of the country are connected with agriculture, forestry, rice growing, and mining; while manufacturing interests remain almost entirely undeveloped.
>
> Siam affords a fair market for foreign manufactures of nearly every description. Most of the foreign business is done cash against documents, and occasionally 30 to 90 days sight drafts are arranged for."

The Dutch East Indian Field

Attention of San Francisco manufacturers and merchants seeking profitable foreign fields, has been attracted by the effort now being made by the Dutch East Indies to break away from what has been known as the "Angle Trade" and establish direct commercial relations with the United States.

Mr. K. F. Van den Berg, Managing Director of the Bank of Java, who was sent to this country as a special Trade Commissioner, has emphasized the fact that while the Dutch East Indies are entirely loyal to Holland, the mother country, they will not consent to a return to the pre-war conditions which, when they wished to purchase American made goods or raw material produced in the United States, compelled them to buy in Europe—thus taxing them for an enormously long ocean freight haul, double port charges, and double banking charges. While the war was on, the Dutch East Indies built up a great and growing direct-route trade with the United States, to handle which new steamship lines are being established.

What makes this of particular importance to Americans, is the fact that, as Mr. Van den Berg has pointed out, the Dutch East Indies is a customer seeking goods which find their origin in the United States.

What these goods are becomes evident from this short general list of the articles they are now importing from various parts of the United States: automobiles, trucks, tractors, agricultural implements, machinery for sugar mills, tea factories and all kinds of industrial plants, hardware, tools, dyes, drugs, chemicals, underwear, hosiery and textiles of all kinds, wheat-flour, butter, condensed milk, cheese, meats, canned fish, fruits, rice, table salt, cigars, cigarettes, mineral water, coal, kerosene oil, and other standard supplies generally.

The Dutch East Indian Colonial Government is said to be willing to cooperate with American manufacturers and merchants looking to the establishment and protection of trade.

Parties interested in Dutch East Indian Trade can get in touch with Mr. Van den Berg by addressing him in care of Captain Guy Van Amringe, 55 Liberty St., New York.

Australian Trade Methods Defended

Several weeks ago there was contained in the Activities a reprint of an article which appeared in the Honolulu Star Journal quoting the sentiments of Robert C. Monteagle of Seattle regarding conditions in Australia, which he stated were unfavorable to Americans.

Prominent visitors from Australia have taken exception to Mr. Monteagle's remarks, and the Chamber is just in receipt of a letter from Mark Sheldon, Commissioner of the Commonwealth of Australia, in which he comments upon the remarks made by Mr. Monteagle, and supplies, as well, information as to the real situation in his country.

Mr. Sheldon was the guest of the Chamber at a luncheon some weeks ago and gave an interesting account of the trade development between Australia and the United States. His letter, which is of considerable importance as bearing on the future of American trade in Australia, follows:

> "My attention has been drawn, by an Australian passing through San Francisco, to a copy of "San Francisco Chamber of Commerce Activities," on page 430 of which are to be found some remarks by Mr. Robert C. Monteagle.
>
> "I am not concerned with the fact that Mr. Monteagle did not get any business in Australia, nor with the fact that he had to pay income tax; but I am concerned with the statement that Australians are buying American goods only because they can get no other, and his idea of coupling Japan and Australia, as having a chip on their shoulders for America. Both these latter two statements I must challenge immediately. After an experience extending over many years as a commercial man in Australia —not over a few weeks—I unhesitatingly say that Australia is very favorably disposed to American manufacturers, and they are anxious to trade with America. As to his statement that Australians have a chip on their shoulders for America, I can only conclude that Mr. Monteagle's want of business success has led him, not only to be harsh, but unjust in his criticism of my young country."

British Court Renders C. I. F. Decision

With the discussion of c. i. f. and its various ramifications always a live issue, it is interesting to receive the decision in a recent case in the British High Court as forwarded by the American Commercial Attache at London:

> "The purchaser in cases of c. i. f. terms," says the commissioner, "upon acceptance of the usual draft, is handed the bill of lading and other documents, and is then in position on arrival of the vessel to take delivery of the goods. In the case referred to, a cargo had been sold 'c. i. f. cash against documents,' and when the goods arrived the documents were tendered, but because the latter did not include a policy of insurance the purchasers refused to provide cash. Correspondence followed, and in the meantime the market for those particular goods weakened, and the sellers entered an action for loss brought about by non-acceptance.
>
> "It was contended by the sellers," continues the report, "that custom had established it that buyers ought to accept a broker's note or a certificate of insurance instead of an actual policy, but Mr. Justice Bailhache held that where goods were bought 'cost, freight and insurance' the purchaser was not bound to accept a certificate of a broker, or of anyone else, that the goods had been insured, but that he was entitled to call for the delivery of an actual policy of insurance. The court found for the buyers on the ground that they were not obliged under the contract to take up the documents relating to the goods, since there was no policy of insurance among them.'
>
> "In practice," concludes the report, "quite a number of c. i. f. contracts are completed without production of the specific insurance policy, but in face of this judgment shippers will now probably have a care that this is included with the other documents."

Split-Shipment Ruling Explained

In the issue of November 27th the Activities contained an article outlining a ruling obtained from the Treasury Department permitting the splitting of imported goods in bond.

In order to clarify the somewhat terse wording of the telegraphic information at that time available, the Foreign Trade Department requested of the Treasury Department a fuller version of the ruling. The response is contained in the following communication:

"The Department is in receipt of your letter of the 22nd ultimo relative to the division of an importation in forwarding part of the same under immediate transportation entry.

In order that a shipment, or any part thereof, subject to ad valorem duty, may be forwarded under an I. T. entry, it is necessary that the invoice or the bill of lading shall show that the consignment is intended to be forwarded in bond. Merchandise subject to specific rates of duty may be entered for immediate transportation at any time prior to unloading. Under the Department's amendment to Article 670 of the Customs Regulations, date November 14, 1919, shipments may be split and part entered for consumption or warehouse and part entered for immediate transportation. In order to enjoy this privilege it is not necessary that the particular part intended for immediate transportation shall be designated, but it will be sufficient if the invoice or bill of lading shall show that the shipment itself is intended for immediate transportation. It will then be optional with the consignee to enter the shipment for consumption, warehouse or immediate transportation, or split the shipment and enter part for consumption or warehouse and the remainder for immediate transportation without appraisement, or warehouse withdrawal for exportation."

Foreign Trade Opportunities

3445. Choutsun, Shantung, China. Party desires to be put in touch with importers of pongee silk and hair nets.

3446. Rotterdam, Holland. Firm in Rotterdam, Holland, wishes to be put in touch with exporters of all kinds of wheat, barley, oil seeds, cattle feed, etc. Would like to receive quotations c. i. f. Rotterdam, in guilders or dollars and terms of sale.

3447. Nogales, Arizona. Firm desires to be put in touch with dealers in corn.

3448. Lyon, France. Party wishes to be put in touch with manufacturers of dental supplies, instruments, cements, amalgams, chairs, electric motors, etc.

3449. Toulon, France. Party wishes to be put in touch with exporters and manufacturers of calculating machines (adding machines, comptometers, etc.) desiring representation in France.

3450. Tokyo, Japan. Commission agency in Tokyo wishes to be put in touch with exporters of gasoline.

3451. Auckland, New Zealand. Party desires to be put in touch with manufacturers and exporters desiring representation in New Zealand. Is particularly anxious to secure the agency of a line of motor cars.

3452. New York. Representative of Japanese concern, now in New York, desires to get in touch with reliable manufacturers and merchants for the purpose of arranging agencies and connections for the supply of locomotive and railroad accessories, machinery and machine tools, general engineering and electrical lines, etc., for the Japanese and Manchurian markets. Are also in a position to supply this market with Oriental goods, such as silks, oils, produce, etc.

3453. Sydney, Australia. Party desires to be put in touch with manufacturers and exporters desirous of extending their export trade to Australia.

3454. Kobe, Japan. Firm desires to be put in touch with importers of crude rubber.

Foreign Trade Brevities

A New York Insurance Company has recently received authorization from the Government of Argentine to establish service for those needing fire or marine insurance in the Republic.

Commerce reports of December 13th state that a Philippine concern has recently purchased in England a new tanker of 5,000 tons, which is said to have been especially designed and built for the vegetable oil trade. It is understood that the vessel will be operated between Manila and European ports, transporting cocoanut oil.

According to Consul-General George L. Logan of Penang, American exporters are not sufficiently prompt in acknowledging orders from the Far East. Consul Logan says the importer is entitled to immediate attention. Replies have often been delayed so long that orders have been cancelled in the meantime.

Facts Concerning Our City

Questions Asked of Research Department Suggest Things Which All Should Know

Statements Made in this Column Are Suitable to Paste in Your Hat

There are thousands of people whose entire business and domestic interests are confined to San Francisco who do not realize the importance and extent of San Francisco's Harbor to the city.

The area of the wharves and piers along the San Francisco waterfront at the present time amounts to 134.4 acres with 15.2 acres either contemplated or in course of construction, making a total of about 150 acres of modernly constructed area, devoted exclusively to the handling of about a half billion dollars worth of merchandise annually.

These piers exclusive of their ends form 15 miles of berthing space sufficient to accommodate over 200 400-foot vessels at one time. The piers are from 600 to 1,000 feet in length.

The area contained if completely occupied with cargo would accommodate over 1,000,000 tons of freight.

The rails of the Belt Line Railroad which connect the piers are 40 miles in length and have a capacity sufficient to accommodate nearly 2,000 cars.

The foregoing description applies to the San Francisco waterfront exclusively with no consideration being given to the rail and water transportation facilities at other points on the shores of the bay.

Street Car Traffic in San Francisco

The street car systems in San Francisco, namely, The United Railroads, the Municipal Railway, and the California Street Cable Railroad Company combined operate sufficient miles of railroad to extend a single track from San Francisco to Lovelock, Nevada, or to a distance of over three hundred and fifty miles.

The passengers carried on the street car lines of San Francisco in one year amounted to over 300,000,000, nearly three times the population of the entire United States in the census of 1910. This tremendous transportation was conducted by about 873 cars and six buses operating over about sixty different routes.

This enormous passenger transportation does not give consideration to the 46,000,000 passengers carried to and from interurban points on the ferry steamers and to the number transported to and from the city by the Southern Pacific Railroad and the automobile bus lines running southward down the peninsula.

Why Is San Francisco Prominent

Figures indicate the rapid growth of San Francisco in nearly all lines and show that her growth is well balanced in all respects.

Assessed valuation of all property in San Francisco in 1907 was $429,000,000 while in 1918 the figures were $780,000,000. Property in San Francisco is based upon a 50 per cent valuation.

Private building operations increased from $15,000,000 in 1903 to $30,000,000 in 1914 that last normal year prior to the war.

Postal receipts increased from $1,450,000 in 1903 to $4,582,000 in 1918.

Population shows an increase from 34,776 in 1852 to 601,075 in 1918.

Total mortgages in force properly decreased from $35,000,000 in 1905 to $34,000,000 in 1918.

The exports of San Francisco increased from $31,772,000 in 1903 to $210,562,000 in 1918.

The imports of San Francisco increased from $36,522,000 in 1903 to $245,524,000 in 1918.

The Internal Revenue, San Francisco Custom House district amounted to $19,264,000 in 1917 and increased to $122,246,000 in 1918.

The bank clearings increased from $553,954,000 in 1879 to $5,629,321,000 in 1918.

The Savings Banks Resources increased from $175,309,000 in 1906 to $313,183,000 in 1919.

Savings Banks deposits increased from $160,965,000 in 1906 to $290,601,000 in 1919.

National Bank Resources increased from $61,008,000 in 1905 to $409,373,000 in 1918.

National Bank Deposits increased from $22,464,000 in 1905 to $193,509,000 in 1918.

Many other increases can be shown in lines of business commerce, industry and finance, but the foregoing figures are sufficient to reflect the general movement of San Francisco.

Business Wants

Atascadero Doll and Toy Factory, Atascadero, Cal., is in the market for No. 1 stick glue in 500 lb. lots.

John H. Kegans & Son, Oldham Building, Abilene, Texas, wishes to get in communication with San Francisco real estate dealers.

W. E. Eash, Yardley, Wash., is in the market for medicinal herbs.

J. B. Read, Drain, Ore., is in the market to dispose of six carloads Douglas fir in 60 to 90 foot lengths.

Sun Power Engine Co., Detroit, Mich., wishes to make arrangements for a representative to handle the sale of kerosene and gasoline engines in this market.

Lewis Bros., Peekskill, N. Y., are in the market for wired picks and sticks such as used by florists.

A. Borchart, 622 N. Tower Ave., Centralia, Wash., is in the market for automobile radiator cores.

Bay City Export Co., Mobile, Ala., wishes to get in touch with lumber companies in this state.

A. G. Kidston & Co., 2 Rector Street, New York City, desires to secure a representative to handle the sale of a patented floor mop.

J. L. Hobbs, 1467 Fourth Street, San Diego, Cal., wishes to communicate with firms equipped to manufacture articles from sheet steel.

Thacker Repair Shop, 104 Bank Street, Petersburg, Va., wishes to get in touch with bonded warehouses in San Francisco.

Tobacco Available

Tobacco growers of Fresno County have 300,000 pounds of choice Turkish type leaf tobacco available for sale. Members interested may get full details by communicating with the Fresno County Chamber of Commerce.

Typographical Error

In the last issue of the Activities in quoting figures for the growth of manufacturers in San Francisco and its vicinity the annual value of production for 1899 was given as $49,240,348. This figure should have been $119,240,348.

Live News From The Traffic Bureau

Coal Car Shortage

Hale Holden, Regional Director, United States Railroad Administration, has telegraphed the San Francisco Terminal Efficiency Committee, of which H. M. Remington, Assistant Manager of the Traffic Bureau, is a member, advising that the coal shortage is practically over so far as production is concerned. Movement from the mines is being retarded by a scarcity of cars suitable for transporting coal, particularly gondola cars, and Mr. Holden is extremely anxious that shippers and receivers of freight do everything within their power toward releasing such equipment.

New Bill by Norris

Senator Norris introduced a bill December 15th providing for ownership by the public of the railroads and operation by a federal corporation managed by five directors to be appointed by the President. Stock would be sold to employees and the public. Government bonds would be issued to finance the corporation and stock dividends would be limited to six per cent, excess earnings going into the federal treasury.

Consolidated Freight Classification Received

The Traffic Bureau has received Consolidated Freight Classification No. 1, which was issued on December 10th, to become effective on December 30, 1919. This issue cancels Official Classification No. 44, Southern Classification No. 43 and Western Classification No. 55, and will provide ratings on traffic moving within the United States.

We will be glad to supply any information in connection with the new Classification upon request, or it may be examined at this office.

Mr. R. C. Fyfe, who is agent for the lines in Western Classification territory, and is located at 1830 Transportation Building, Chicago, should be addressed by those desiring copies for private use. The subscription price is $1.50 per annum.

Railroad Legislation

On December 20th the Cummins Bill, which provides for the return of the railroads to private operation, passed the Senate by a vote of 46 to 30. The anti strike provision was left in the bill and an amendment by Senator Ransdell of Louisiana, under which the Interstate Commerce Commission would have had jurisdiction over water routes, was rejected. The bill will now go before the conferees of both houses, and out of this conference will come the bill which will be presented for final action.

Educating Future Railroad Presidents

Sixty railroad scholarships a year will be awarded by the Southern Pacific according to a plan announced by the railroad today. Appointments will be made by division superintendents and the heads of the various departments of the railroad, who are charged with the responsibility of not alone securing appointees but watching their progress carefully, and placing them upon graduation. Business men in the various towns along the lines of the Southern Pacific will be asked to recommend young men between the ages of 18 and 23 who will be sent to the Ageney School in San Francisco and there prepared for positions in the freight and passenger departments and the general offices. They will be paid a nominal sum while being instructed.

Superintendent of Telegraph E. L. King who has general charge of the scholarships, calls attention to the fact that most of the railroad presidents of today began in positions such as the students will qualify for. J. J. Miller of San Francisco will be the instructor.

Placement Bureau

Discharged Soldiers and Sailors

354. Discharged officer, 30 years of age, desires position as executive. University education. Seven years experience in buying, selling, shipping, office work and handling men.

355. Young aggressive business man desires connection with exporting house as salesman with future in the Orient.

356. Ex-captain, age 24, desires position in export department of responsible firm; preferably one handling electrical apparatus or machinery, with which he is entirely conversant. Sales experience in steel prodnets and electrical apparatus.

357. Young man wishes position on advertising or sales force. One year experience, Good references.

358. Discharged Canadian officer, four years service. One year service as intelligence officer in France, awarded Military Cross, desires position in brokerage firm.

359. Discharged lieutenant in heavy tank corps. Have been all over Europe and North Africa and United States. Would take position in the Orient. University graduate.

360. Discharged officer, 25 years old, would accept anything with export and import firm.

361. Young man, college graduate, with executive ability, wishes to connect with large exporting house. Familiar with wholesale grocery business. Best references.

362. Colonel field artillery during war, desires executive position, experience in office management and accounts, also electrical apparatus and machinery.

363. Ex-Naval officer, graduate commerce and engineering from Cornell University, with engineering and sales experience, desires opening with manufacturer, or exporter and importer. Good knowledge of German, slight knowledge of Spanish.

364. Wanted position as clerk in some foreign concern. Prefer Central or South America. References.

365. Young man, 27 years old, desires position with Central or South American concern, extensive clerical experience. Furnish best of references.

366. Young man with mining and banking experience, a qualified stenographer, would like position with some foreign corporation.

General Applications

1539. General office man who has traveled in Europe, Mexico and the Philippine Islands, desires position. Shipping or export and import preferred. Familiar French and Spanish.

1540. Young man, aggressive worker, 12 years experience as salesman, desires position with some good firm, willing to go anywhere.

1541. Position wanted in an office by young foreign man, 23 years old, who has a perfect knowledge of English, French an Italian, and six years experience in export and import business in the Orient. Has also business connection in China, Japan and Philippines.

Let's Get San Francisco's United States Population Figures Correct

The 1920 Census Will Show the World How Our City Has Grown Out of the Chaos and Ruins of the 1906 Fire—*IF YOU HELP!*

IT is plainly the duty of not only every Chamber of Commerce member, but of every citizen of San Francisco to give attention to and to assist in every way the taking of the United States census, which begins January 2 and closes January 17, 1920.

The Board of Directors of the Chamber of Commerce, realizing the importance of the census figures, is cooperating with the census bureau in every way possible to encourage the interest, especially of the large employers of labor, in passing the word along to their employees that the enumerators when they call should be cheerfully answered and in every way encouraged.

The Chamber is preparing to place PRINTED POSTERS FOR DISTRIBUTION IN INDUSTRIAL PLANTS, pointing out the necessity of all citizens responding to the census enumerators.

A SPECIAL APPEAL IS ALSO BEING MADE TO ALL DWELLERS IN APARTMENT HOUSES, who according to officials of the census bureau, are the most difficult to reach and beyond this the importance of the census will be CONVEYED TO THE PUBLIC THROUGH THE MEDIUM OF MOTION PICTURES AND THROUGH THE DAILY PRESS.

The taking of the foreign census is especially difficult as in many cases the foreign people do not realize it is the government itself asking for this information and refuse to give complete data. FOREIGN COLONY CIVIC ORGANIZATIONS AND FOREIGN LANGUAGE NEWSPAPERS will be asked to give their assistance in bringing the message to the foreign population of San Francisco.

It is also planned to carry messages of the importance of the census taking INTO THE SCHOOLS; probably one day will be set aside for talks by the teachers on the subject Francis J. Mannix, head of the census enumerators in San Francisco, says that he is extremely interested in seeing that San Francisco's population figures actually indicate the greatness of the population that is centered here.

FOR THE SPECIAL CONVENIENCE OF ANY SAN FRANCISCANS who contemplate being away in January during the period in which the census is being taken, there is published below a form blank which should be filled out before leaving the city and mailed to the Chamber of Commerce Publicity Department in order that a full honest count may be made of our population.

Your Assistance Is Needed; Your Name Is Needed; *WILL YOU HELP?*

Fill this out if you are to be away from the city during the taking of the census

Name: ..... Address: .....

Head of family?..... If not, relation to household head .....

Home owner or renter..... Married .....

Citizen ..... Naturalized or alien .....

Can you read? ..... (Year of immigration and naturalization).....

Age last birthday.....

Person, Birthplace ..... Mother tongue ..... Color.....

Father's nationality ..... Mother's nationality .....

Can you speak English?..... Particular Trade or Profession.....

Number in family who will be absent from city Jan. 2-17 and.....

Names and ages of same.....

Name kind of plant or store where business is carried on .....

Employer, salary or wage worker or working on own account.....

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